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THE NATIONAL

# PROVISIONER

JULY 13 • 1946

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**THE NATIONAL  
PROVISIONER**

Volume 115

JULY 13, 1946

Number 2

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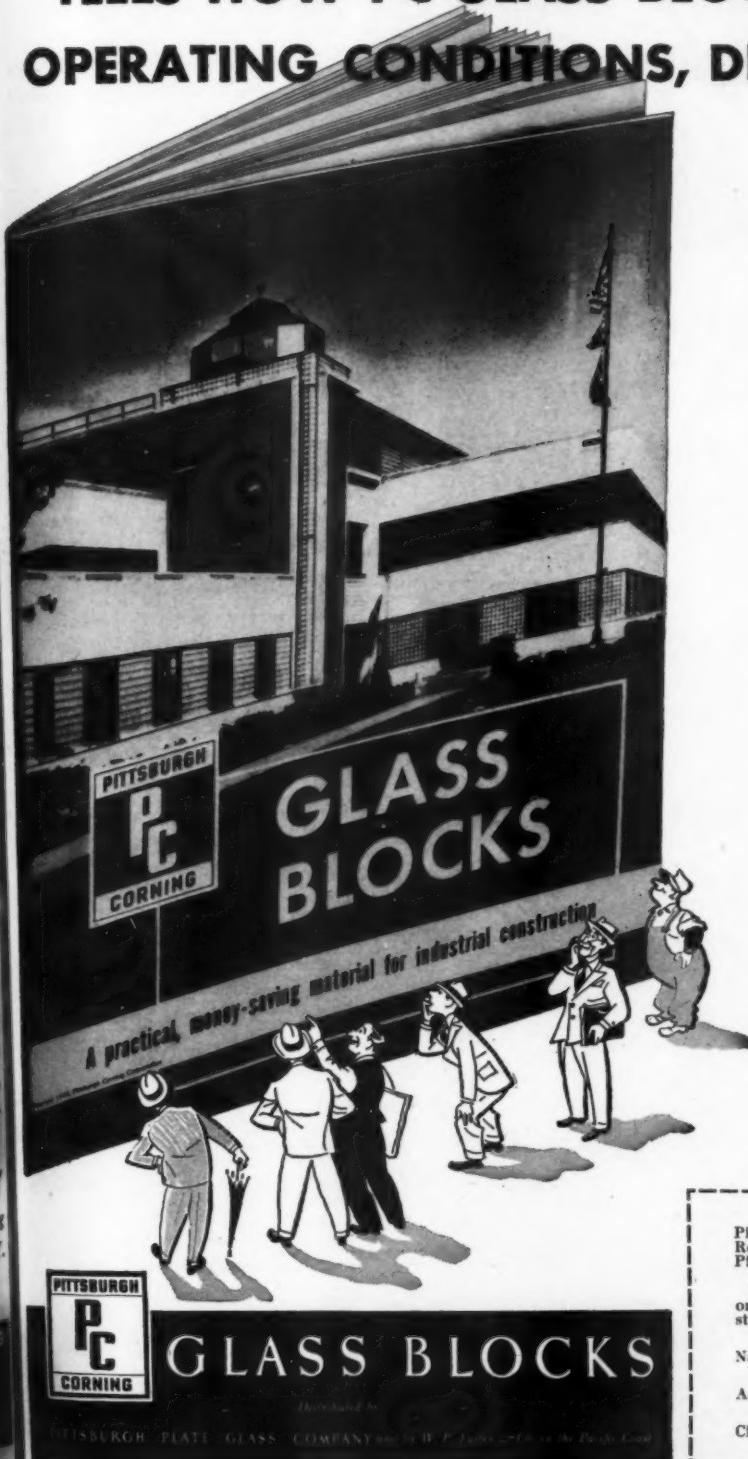
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## ARMOUR NATURAL CASINGS

The resiliency and uniformity of Armour Natural Casings help you achieve that plump, inviting look that makes sausage move faster.



- ★ *Plump!*
- ★ *Tender!*
- ★ *Juicy!*
- ★ *Uniform!*

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## Black Days for Black Market: Hardenbergh

WITHOUT OPA price controls the meat industry is well on its way to bring more meat to the country's meat-hungry consumers, Wesley Hardenbergh, president of the American Meat Institute, said this week in a talk delivered over the Columbia Broadcasting system as a part of a program sponsored by the National Association of Manufacturers.



HARDENBERGH

beginning. These cattle—which have been fed on the lush grasses of the rolling plains of the West—produce good, tasty, nutritious beef, and will add materially to the general over-all supply.

"As for prices, the consumer may be sure of this . . . that they will be established by fair, open competition and will not be out of line with prices generally or with wages. Also, removal of subsidies has made it necessary to adjust prices by an amount which equals the subsidy and which heretofore has been paid by all consumers in the form of income taxes at the average rate of 5¢ per pound—whether they got the meat or not.

"These prices, even taking into account increased livestock costs, are generally lower—much lower—than black market prices, many of which have been two or more times greater than what you should have been paying for meat. The cost of your meat from now on—without OPA controls—will be the price you pay over the counter and there will be no hidden taxes or tributes to the black market. The black market is on the way out. These are black days for the black market—and bright days for the consumer."

### AMI EXPLAINS SITUATION →

An advertisement published in newspapers located in all cities of 100,000 or more population this week by the American Meat Institute. The advertisement explains to consumers that the cost of meat from now on (without OPA controls) will be what the consumer actually pays over the counter and that there will be no hidden taxes or any tribute to the black market.

## MEAT DECONTROL BELIEVED DEFINITELY IN OPA REVIVAL BILL, DEAD OR ALIVE

THE drive with which Administration forces started out to write a more restrictive OPA "reviver" was stopped dead in its tracks early this week and by midweek had turned into a rout with Senators plastering the measure with amendment after amendment designed to exempt from further price controls a number of agricultural and some industrial products.

The tide turned definitely against OPA supporters with the adoption in the Senate by an overwhelming majority of 49 to 26 of the Wherry amendment assuring decontrol of livestock, meat, poultry and egg prices. The text of the Wherry amendment is as follows:

"No maximum price and no regulation or order under this Act or the

## WHAT PRICE MEAT?

*A lot is being said about the price of meat.*

*But what have you actually been paying?*

*You have been paying an additional 5¢ per pound over and above "ceiling prices" in the form of income taxes to support subsidies, which ended June 30.*

*In addition, many of you have been paying high overcharges to the Black Market. Reliable surveys in cities throughout the United States show that 83% of meat sales were over ceiling. Prices of meat have varied from city to city and in some cases have exceeded ceiling prices by as much as 262%.*

From here on (without OPA price controls) the cost of your meat will be what you actually pay over the counter. There will be no hidden taxes or tribute to the Black Market.

It is time the American people realized that:

The so-called OPA "ceiling" prices of meat for the most part are fictional prices—notching more than some figures on a piece of paper referring to cuts of meat, many of which you have not been able to buy at ceiling prices.

Painful experience has proved that under these regulations:

- A. Livestock does not come to market in sufficient quantities.
- B. A large proportion of the meat animals which do reach the market are gobbled up by buyers who divert meat from the average consumer to the black market, which the meat industry cannot and will not compete.

It's the consumer who gets hurt.

During the past week of open competition—the first since 1942—there was improvement in marketing of livestock. Such increases in the prices of livestock as have occurred have gone back to the live-stock grower as an incentive to production.

Many meat packing plants on which consumers have relied have been completely or partly shut down. It takes a little time for them to start up operations and get their distribution systems working again.

Your meat dealer soon will be able to serve you at honest prices.

AMERICAN MEAT INSTITUTE  
Headquarters, Chicago Members throughout the U. S.

Stabilization Act of 1942, as amended, shall be applicable with respect to livestock, poultry or eggs, or food or feed products processed or manufactured in whole or substantial part from livestock, poultry or eggs."

While the amendment does not exempt from maximums some important industry by-products (which have already risen considerably in the absence of ceilings) this question appeared to be largely academic late this week since the chances for revival of the price control program seemed to be growing weaker hour by hour.

Majority leader Barkley described the Senate OPA bill as approaching an impossible situation that will make its passage utterly ridiculous. He made this comment as Senators were adopting amendments to free from price controls:

Milk, butter and cheese; petroleum and petroleum products and soybeans and cottonseed and their products.

The administration's only victory came when the Republican-Southern Democratic coalition was split on a vote to exempt grain and grain products. The amendment failed by a vote of 40 to 32.

Senator McMahon, an administration supporter, said that the Senate was "rapidly writing a bill that the President can do nothing but veto." This view was held rather widely in Congress.

### Markets Feel the News

By midweek buyers in the livestock markets were apparently convinced that almost all possibility of resumption of meat and livestock controls died with the approval of the Wherry amendment, for the bidding was active and higher.

A number of controversial amendments are still before the Senate and some observers believe that a final vote on the measure may not come before very late in the week. Senator O'Daniel (Texas) succeeded in heading off a move by Majority Leader Barkley to get unanimous consent to limit debate on remaining proposals in the bill. There is a possibility that Senator O'Daniel may conduct a filibuster in an effort to block final passage of the measure.

Except for the rash of amendments with which it has been afflicted in the last few days, and changes in the Taft and Wherry provisions on profits and markups, the bill which went before the Senate was not greatly different from

the measure vetoed by President Truman. It contains the decontrol board and USDA agricultural price authority found in that bill.

When and if the legislation is finally passed by the Senate it will probably go to a conference of the House and upper chamber. It is believed unlikely that the House will agree to the Senate version. However, in view of the Senate vote in favor of livestock and meat decontrol this provision will probably be retained in the bill sent to President Truman.

Livestock and meat markets continued erratic and confused this week (see pages 9 and 33) but the flurries were less sharp and the supply situation seems to be rapidly passing out of the "thin" stage with distributive channels filling with product. For the first three days of the week cattle receipts at 12 markets totaled 217,600 head, or 77 per cent greater than in the like period a week earlier and 25 per cent larger than receipts in the corresponding 1945 period.

Market supplies of hogs for the first three days of the week at 12 markets amounted to 228,000 head, or 10 per cent above receipts in the preceding week and 88 per cent larger than volume in 1945.

The live markets had their daily ups and downs but, in general, were fully as strong, if not stronger, than in the closing days last week.

Larger firms, which entered the live markets in earnest this week, appeared to be mainly interested in acquiring processing inventories and readying their distributive outlets for business and were not yet exerting much influence product-wise. Their transactions, for the record, seemed to be pretty close to the ceiling-plus-subsidy line. For the time being much of the volume and market-leadership was being furnished by the smaller and medium-sized firms; reports on their pricing, although showing ranginess and some inconsistency, indicated that meat was being sold in more close relationship to actual live values.

### Statement by Holmes

In a statement issued early this week, John Holmes, president of Swift & Company, declared that the company's prices on meats to its customers were unchanged from levels prevailing prior to July 1 except that the company is adding the amount of the subsidies which the government has withdrawn.

"These subsidies," said Mr. Holmes, "heretofore have constituted a hidden cost to consumers for meat whether or not they have been able to buy meat, since they have been taken from consumer's pockets in the form of federal taxes. Now the subsidies have been eliminated and price adjustments throughout the livestock and meat industry have reflected this."

"Since the elimination of price control, Swift & Company has operated its business with restraint, and has tried to proceed according to the best inter-



WELCOME SIGHT AGAIN

Livestock-loaded trucks, bumper-to-bumper, jam streets leading to the Chicago yards.

ests of its employees, its customers and the producers of agricultural products. We propose to continue in this manner and are confident that the free functioning of forces of supply and demand will produce stabilized conditions in the industry in the best interests of all concerned."

One of the factors which is placing federally inspected packers in a much better competitive position than a few weeks earlier is the continued suspension of set-asides and government purchases. With all their production available for domestic sale they can seek to re-establish their lines in markets from which they were forced to withdraw during the war. While it is not known how long the government will refrain from purchasing meat for shipment abroad, it is considered unlikely that buying, when and if resumed, will be as heavy as earlier in the year.

Conditions underlying the meat and livestock markets appear to be strong and while there may be temporary reactions, some observers are inclined to predict that prices will hold at high levels for some time.

### Views of the BAE

In an analysis of the national food situation made prior to the lifting of price controls, but released late this week, the U. S. Bureau of Agricultural Economics said that supplies of meat for civilian consumption this summer will continue quite short of consumer demand at ceiling prices. The bureau predicted that if the general level of food prices were to rise only moderately, and controls on meat prices were removed, retail meat prices might be expected to rise sharply for a few weeks. By fall, when production increases seasonally, retail prices would be likely to settle to an average perhaps 15 to 20 per cent above ceilings. With tight feed supplies, said the bureau,

meat production would not increase much from the rate expected under ceilings.

The principal result of higher meat prices would probably be changes in the distribution of meat supplies—from non-inspected to federally inspected slaughterers, from lower income families to higher income families.

Meat supplies for civilian consumption were very large, even on a per capita basis, during the winter and spring. Production was at a near record rate, while military procurement was quite small. Government procurement for export stepped up considerably in the past three or four months. Although government procurement takes a large proportion of federally inspected meats, the only meats that can move in interstate commerce, it represents a much smaller proportion of total meat supplies.

Total meat production through May continued close to that of 1945 and is expected to be maintained at a relatively high level through the remainder of the year. Production of meat in 1945 was estimated at 22,900,000,000 lbs. (wholesale dressed weight), a decline of 1,800,000,000 lbs. from the record production of 1944. Meat production is declining as indicated by the expected 17 per cent reduction in the 1946 fall pig crop from a year earlier, a sharp reduction in sheep numbers, and a moderate reduction in cattle feeding compared with a year ago. The decline in meat production will be more marked in the spring and summer of 1947 when fall pigs from the 1946 crop are marketed.

### Hog Kill Decline Expected

Hog slaughter will decline seasonally during the summer when the number slaughtered may be little different from a year ago. Federally inspected hog slaughter in the first five months of 1946 was 15 per cent greater than a year earlier as the result of delayed marketings of 1945 spring pigs and a 12 per cent increase from a year earlier in the size of the 1945 fall pig crop. The 1946 spring pig crop, which will begin moving to market in October, was reported to be 1½ per cent greater than the 51,600,000 head saved in 1945. If the hog-feed price ratio continues below average, the 1946 spring pig crop will be marketed earlier than the 1945 spring crop, with a relatively large hog slaughter occurring in the fourth quarter of 1946.

Beef and veal supplies will be large. Cattle slaughter in the remainder of 1946 promises to be large, as numbers on farms are only moderately less than a year earlier. A larger proportion of the beef produced will be of the lower grades, as the number of cattle in feedlots is materially smaller than a year earlier. The condition of pastures is good to excellent except in a limited drought area in the Southwest. If pasture continues in good condition, a large movement of grass cattle to market can be expected beginning in late summer.

# Skinning, Fleshing, Derinding

## Where can mechanization effect savings?

NO DISCUSSION of the increased profit possibilities offered by the mechanization of skinning, fleshing and derinding would be complete without a description of a relatively new piece of equipment which packers are using for several different operations.

One of the biggest advantages claimed for this skinning and fleshing machine is its adaptability. It has been observed handling such varied products as green bellies, green hams and shoulder facings.

One packer has found it profitable to employ the machine for fleshing cutting floor skins. In this plant the Townsend machines are located below the cutting floor and ham, belly and shoulder trimmings are chuted to a holding table alongside the two machines. The operators feed the trimmings into the machines which separate the skins from the fat; the skins fall into a cheesecloth-lined mold and the fat into a charge truck. With the machine one operator can supply 5 boners with all the picnics they can bone. Prior to adoption of machine skinning girl knife workers skinned the picnics for the boners and two skinners were required for each boner. In other words, it formerly took ten operators to perform what one can now produce with the machine at an estimated labor savings of \$58.50 per day.

### Plant Performance Records

Performance records indicate that on the machine an experienced operator can skin 350 picnics per hour. In one plant, which depilates its hogs, it has been found that the skins are sometimes a little too soft for proper removal and that the machine's knife tends to cut too deeply, taking some of the picnic fat. It requires one-half a man day to handle around 2,000 lbs. of skins from a day's run and to do a little fleshing and trimming on the skins that need it. This packer reports that as a rule about 10 per cent of the day's cut must be rejected as unsuitable for machine fleshing. In removing the skins, it is stated that a skin yield of

### ARTICLE 2 OF SERIES

This is the second of a series of articles dealing with skinning, fleshing and derinding, and especially with the mechanization of such operations. The first article (see NP of February 23, 1946, page 13) surveyed in a general way some of the opportunities for mechanized skinning, derinding and fleshing afforded by modern equipment—in many cases opportunities which could not have been realized several years ago.

To eliminate any confusion over terms used in this series, three of the most important terms are arbitrarily defined thus: "skinning" constitutes the removal of the skin from fresh or cured product; "derinding" is the removal of skin or rind from smoked product; "fleshing" involves removal of fat or flesh from pork skins or rinds.

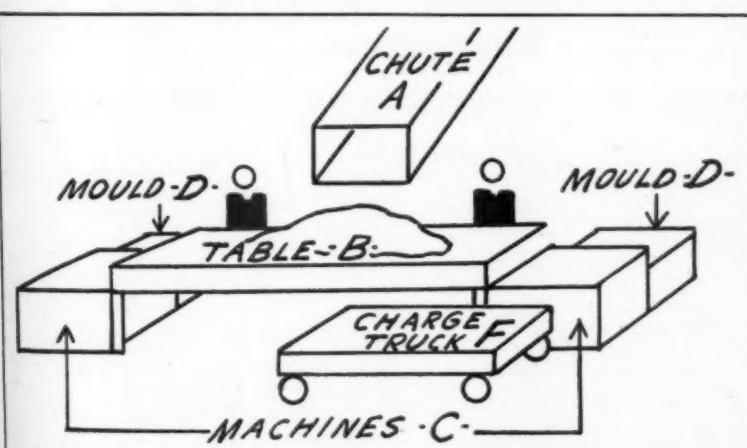
about 5½ per cent of the total picnic weight represents a good job since it indicates that all the fat has been left on the picnic.

The big saving in the operation results from the fact that the meat is left on the picnic. The packer estimates that machine skinning has increased his picnic yield by 4 per cent. The current spread between picnics and shoulder fat is 9½¢ per lb. If he were slaughtering 1,000 hogs per week, this percentage would net the packer around \$50 per week.

Another packer, who is also depilating, has been able to skin his picnics with no trouble due to soft skins. This packer estimates that the machine is increasing his yield on picnics 5 per cent and he is setting up a line where he will be able to skin his jowls and plates as they come from the cutting floor. Currently the firm is using five knife men to skin and flesh the jowls and the plates. The packer estimates that with the use of the machine he will be able to perform the entire operation with three people—one to skin and two to square and trim the jowls and plates. A 5 to 9 per cent increase in trimming yields is also anticipated with the proper handling of the two cuts. The two cuts represent about 4 per cent of the finished product of the hog carcass; with a 1,000 head weekly kill, the packer gains 500 lbs. of salable meat rather than a like amount of material for lard.

This packer also has skinned green

(Continued on page 29.)



ARRANGEMENT FOR FLESHER CUTTING FLOOR SKINS: FATS GO INTO CHARGE TRUCK AND SKINS INTO MOLD

## The Second Part of an Abstract of a Study on Normal Margins and Costs by Knute Bjorka, Bureau of Agricultural Economics

# Can Industry Margins Be Reduced?

**EDITOR'S NOTE:** The first of two articles on meat industry margins, which appeared in THE NATIONAL PROVISIONER of July 6, page 20, discussed livestock marketing and costs, meat packing margins and costs and wholesale distribution margins. The second article begins with a description of wholesaling costs, discusses retail distribution and analyzes the possibilities for reducing any or all of the margins involved in marketing livestock and meat.

FIFTY-TWO per cent of the cost for wholesale distribution of meat was made up of salaries and wages in 1939, according to the Census of Business and the Federal Trade Commission. The expense for outward transportation was 1.2 per cent of net sales, or 18 per cent of the total distribution expenses. Expenses for advertising, for sales promotion and provision for bad debts were relatively small.

Packers' costs of distributing meat and meat products wholesale vary considerably. The main reason for the variation apparently is that both the channels of trade and the kinds of product sold vary. These, in turn, are closely associated with the size of the unit sale and with the amount of service furnished by wholesalers. The cost of selling by carlots and truck loads through brokers may not exceed 12½¢ per cwt. The selling costs for large lots sold for local delivery are from 25¢ to 50¢ per cwt. Ordinary car-route operations may cost from 75¢ to \$1 per cwt., ordinary branch-house operations from \$1 to \$1.25, and small-order sales by peddler trucks from \$2 to \$2.25.

The average cost of wholesaling different products ranges from 50¢ to 75¢ per cwt. for carcass beef, veal, and lamb, to \$2 to \$2.50 per cwt. for selling sausage and other manufactured specialties. Smoked meat costs from \$1.25 to \$1.50 per cwt. and cooked meat from \$1.50 to \$2. As the size of the meat order diminishes, the selling cost per cwt. generally increases.

### Retail Margin and Costs

Meat goes to consumers principally through retail meat markets and combination stores (grocery and meat), although some is sold through general stores. Only small quantities are sold directly to consumers by producers who do slaughtering.

The margin for retailing meat covers not only compensation for a variety of services performed by the retail dealer, but it must also allow for losses in weight of the product because of waste from cutting, trimming, boning and shrinkage.

In 1939, a total of 229,394 retail establishments handling meat was reported by the Census of Business. Of these, 42,360 were meat markets (including fish), and 187,034 were combination stores (grocery and meat). Ninety-six per cent of the meat markets were independently owned and 4 per cent were owned by chains. Of the combination stores, 89 per cent were under independent ownership and 11 per cent under chain ownership. The stores under chain ownership handled 38 per cent of the total value of products sold in combination stores that year, and independents 62 per cent. Chain meat markets handled only 10 per cent of the value of the products sold through meat markets.

Both meat markets and combination stores (grocery and meat) of the chain type do a larger average volume of business per market than such stores under independent ownership.

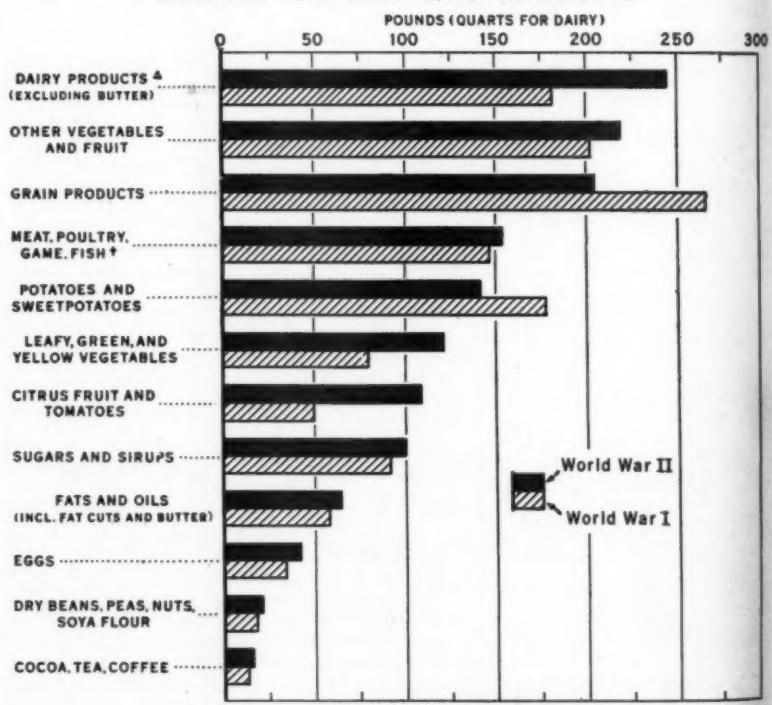
Meat markets also handle products such as poultry, fish, other sea food,

butter, cheese, milk, and eggs. According to the Census of Business, meat comprised 96 per cent of the total sales at meat markets in 1939. At combination stores, the sale of meat represented about 28 per cent of total sales, the rest being made up mainly of groceries, fruits, vegetables and dairy products. It is estimated that of all meat sold that year, 68 per cent was handled in combination stores and in other grocery stores that sold cured meat. About 30 per cent of the meat was sold through meat markets and 2 per cent was sold through other markets.

### Margin for Retailing

The average retail margin for meat in 1939 was estimated at 24.0 per cent of net sales. This was based largely on two studies of costs for that year. Retail margins based on the selling price of meat should not be confused with the percentage mark-up on cost by retail dealers. The average margin of 24 per cent of the selling price, as shown in

PER CAPITA FOOD CONSUMPTION DURING WORLD WARS I AND II, BY MAJOR FOOD GROUPS, RETAIL WEIGHTS\*



\* CIVILIAN ONLY IN 1942-45. AVERAGE FOR TOTAL POPULATION IN 1917-18

♦ MILK EQUIVALENT ON BASIS OF PROTEIN AND MINERAL CONTENT

† EXCLUDING SALT PORK CUTS

Per capita consumption was higher during World War II than in World War I for meat and all other groups except potatoes and grain products.

this report, is equal to an average markup of 31.6 per cent on the cost price of the meat.

According to the study by Tobin and Greer, the average gross margin for retailing was 5.6c per pound during the period 1925-28 when the average retail value of all meats was 25c per pound. The margin was 4.9c per pound during 1931-34, when the average retail price was 16.3c per pound. As the price of the product and margins did not change proportionately between these two periods, different percentage margins resulted. The average gross margin was 22.4 per cent of net sales in 1925-28, and 30.1 per cent in 1931-34. Wage payments were equal to 12 per cent of net sales during the first period and 16.6 per cent during the second period.

Retail margins are not the same for the different kinds of meat. According to Tobin and Greer, the average retail margin in 1925-28 was 30 per cent for beef, 37 per cent for veal, 15 per cent for pork and lard, and 23 per cent for mutton and lamb. In 1931-34 when the prices were low the average retail margin was 35 per cent for beef, 42 per cent for veal, 25 per cent for pork and lard, and 33 per cent for mutton and lamb.

Salaries and wages paid in retail establishments were estimated at 13.9 per cent of net sales in 1939, which was equal to 58 per cent of the gross margin for retail meat markets. This included salaries and wages paid the employed personnel and a reasonable allowance to the proprietors as compensation for their services of buying, selling and management. All other operating expenses amounted to 8.1 per cent of net sales and profits 2 per cent.

### How Can Costs be Cut?

It has been pointed out that the margins in 1939 were as follows: Retailing 49 per cent, wholesaling 12 per cent, slaughtering and processing 30 per cent, and marketing livestock 9 per cent. When considering the question of reducing the margins between the price the producer receives for livestock and what the consumer pays for the meat it is well to keep these relationships in

mind. It does not follow, of course, that a margin that is normally large for performing a given function is easier to reduce than one that is normally small for performing some other function, but it is obvious that a given percentage reduction is more significant if applied to a large margin than to a small one. For example, a 10 per cent reduction in the cost of retailing meat would be as significant in relation to the total margin as a reduction of 50 per cent in the cost of marketing live animals.

Margins for marketing and processing livestock and meat could be reduced by providing less service or by having the service performed more efficiently and at less cost. Reduction in margins might also be brought about by modifying present methods and practices.

The question is not only whether the marketing and processing margin can be reduced, but also if such reduction is desirable.

### Marketing Livestock

A marketing system that is efficient and equitable should be so organized and administered that the producer is paid for his livestock on the basis of its quality. The price the consumer pays for meat should be reflected in the price the producer receives for the live animal that produces meat of the same grade. The farmer should have access to as reliable market information as possible, which will aid him in choosing the markets most satisfactory for the kind and quality of livestock he has to sell at a given time.

In order to market livestock on the basis of its quality, use must be made of a standard grading system. Livestock may be marketed by grade either on a live weight basis or on a carcass grade and weight basis. There is strong indication that if either of these arrangements were in effect, animals of high

quality would command higher prices than if they were sold in some mixture, and those of poor quality would be discounted. This, in turn, would serve to encourage the production of more animals of better quality.

Among market practices that are often wasteful and inequitable are "filling" livestock at the market to increase its weight, and reducing the weight of stags and "piggy" sows by applying dockage. The number of livestock markets and agencies that handle livestock apparently is in excess of need, with some resulting lack of efficiency in marketing.

### Little Change in Packing

The cost of operating meat packing plants depends largely on the amount of processing carried on, and on the type of products processed. The cost could be lowered by producing less processed products. However, over a period of years the trend has been to increase processing. This trend probably will continue.

Labor absorbs more than half of the total expense of meat packing. There is no indication that the trend of higher wages will be reversed. Whether the efficiency of labor will increase faster than wages is also a question. Consequently, reduction in the cost of meat packing cannot be expected from this source.

A considerable item of cost in meat processing is for wrapping and packaging. The trend of demand has been toward packaged products and more costly packaging. New containers, more attractive to consumers will probably be developed, with resulting increases in packaging costs. Better packaging, however, may actually result in net savings in the over-all cost by reducing shrinkage and spoilage. These items are important in the meat industry and may be considered costs, although they do not appear as expenses on the packers' books.

Other packinghouse expenses are relatively small per unit of output—none more than a fraction of a cent per pound. This includes power service—

(Continued on page 22.)

### CHARTS HELP INDUSTRY

Examples of charts developed by the National Live Stock and Meat Board to aid retailers, large meat buyers, home economists, consumers and others.





The correct filler material to do your job most efficiently is used. There are literally hundreds of mixtures of natural and synthetic fibers from which to select.



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# *Up and down the* MEAT TRAIL

## Personalities and Events of the Week

• Al Harman has asked the city commissioner for approval of plans for a meat packing plant which he proposes to build at Port Angeles, Wash.

• Dates for the twentieth annual fall meeting of the American Oil Chemists' Society are October 30, 31 and November 1. The convention will be held at the Edgewater Beach hotel, Chicago, with George A. Crapple of Wilson & Co. as the general chairman.

• At an all-day meeting of educational and recreation events held recently in Muncie, Ind., for 4-H club members of the area, transportation for a tour of various farm homes and refreshments were provided by the Kuhner Packing Co., Muncie, the Muncie National Stock Yards, Cooper Commission Co. and Producers' Live Stock Association.

• Frank J. Fitzgerald, former divisional superintendent of Cudahy Bros. Co., Cudahy, Wis., died July 3, at his home at Menasha, Wis., at the age of 77. He was associated with the company for 50 years prior to his retirement in 1933. He started his career in the packing industry at the age of 14, becoming an authority on the process of curing meats. During World War II he was invited by Cudahy Bros. to act as adviser to the curing department heads of the company, a position he filled for three and a half years.

• Muryl W. Cramer, former salesman

## H. H. Corey New Hormel President; Reveal Other Promotions

H. H. ("Tim") Corey, one-time All-American football star of Nebraska university, was last week advanced to the presidency of Geo. A. Hormel & Co., Austin, Minn. He had been, since 1938, its vice president and general manager.

Jay C. Hormel, president of the company since 1929, was made chairman of the board, taking the position occupied since that year by his father, George A. Hormel, founder of the business, who died last June 5.

The board of directors also voted to advance 40-year-old R. F. Gray to executive vice president and general manager of the company, in line with the company's policy that greater responsibility be put upon a number of young men in the organization. Gray started with the company in 1927, driving a sausage sales truck.

Clarence A. Nockleby, supervisor of sausage making at the plant, was advanced to the position held by Gray, that of vice president in charge of the packing division. Nockleby was a one-time Hormel office boy and a former president of the union at the plant. The responsibility of J. L. Olson, who had been vice president in charge of the beef division since 1942, was increased to include the hog buying and fresh pork operations of the company as well. He is a graduate of Cornell college, Iowa, and did post-graduate work at

Columbia university, New York. R. H. Daigneau, vice president in charge of hog abattoir operations, was made vice president, director of sales.

Corey is the first of other than the Hormel family to be at the head of the company, which was started by George A. Hormel in 1891. He has been successively in the employment department; head of that department; head of the export division of the company; plant superintendent; a vice president, and then vice president and general manager. His boyhood home was Green Bay, Wis. His parents died in his high school period and he had to earn his way through high school and through the University of Nebraska. In his senior year he was captain of the football team and was named on several All-American selections.

He left Nebraska in the spring of his final year, 1917, to attend first officers training camp at Ft. Snelling. He served with the 351st Infantry of the 88th Division as a captain. He attended the University of Grenoble in France after the armistice, and then was made a courier for the American Army serving the peace conference, and carried documents and information to all capitals of Europe.

In 1919 he returned to the United States and coached football at Indiana university, and joined Hormel the following year.

for the Columbus Packing Co. and for Swift & Company, has opened a food market in Columbus, O., Muryl Cramer's Market.

• Informed by Alvin E. O'Konski, Wisconsin representative, that it is now free to slaughter livestock, the C. & S. Frozen Foods store at Rhinelander has announced that it will go ahead with slaughtering despite OPA's denial of its request for a permanent quota. The store supplies most of the meat to resorts and summer camps in the Rhinelander area.

• The Albany Packing Division, Tobin Packing Co., Albany, N. Y., reopened its plant on July 5 after being closed ten days because of the meat shortage. Wilson C. Codling, general manager, said that the company was able to buy hogs and cattle and that 650 workers were taken back to work.

• P. T. Hurley, 85, pioneer Arizona business man, died recently at his home in Phoenix after an illness of three months. He was an early day cattle rancher and founded the Phoenix Wholesale Meat Co. and the Hurley Packing



NEW CAPITOL PLANT NEARING COMPLETION

The new beef slaughtering plant built by the Capitol Packing Co., at 801 Kentucky ave., Indianapolis, Ind., is expected to be in operation by August 1. The \$250,000 construction and remodeling program is in the finishing stages, Roy L. Dinkle, general manager, said recently. A part of the establishment was built several years ago by the Bills & Boettcher Co. and remodeled in 1936. It has been operated in recent years by Sokley Foods, Inc., and during the war was used in the production of Type C ration meat and boneless beef for lend-lease orders. Much of the planning for the new structure was done with the aid of Dr. G. A. Franz, inspector in charge of the Department of Agriculture's meat inspection work at Indianapolis. Entire operation of slaughtering, chilling, boning and freezing will be done in the 150 by 200 ft. building shown above. The plant will employ 150 persons. H. D. Tousley & Co., Inc., is the contractor and Ayres, Kingsbury & Ward the architect's firm. (Photo courtesy Indianapolis Star)

Co. After operating the latter for 20 years, it was sold to Safeway Stores upon his retirement. With the late Walter Miller, he founded the Jerome Meat Co., at Jerome, and the Coconino Cattle Co., at Flagstaff.

• The application of Raymond Anderson, Flanders, N. J., to build a slaughterhouse on his property was denied by the township committee. The application was held over from June 18 for investigation after protests were received that a slaughterhouse would tend to lower property values in the section.

• Charles G. Stohrer, Independent Casting Co., Chicago, died, July 6, while on a fishing trip. He had been with the company for 33 years contacting sales representatives of packers and sausage manufacturers, and was a familiar figure at meat packing conventions.

• John Hilberg, assistant manager of John H. Hilberg & Sons Co., Cincinnati, received the degree of Master Mason on June 29. His father and grandfather had received the same honor before him. Hilberg returned from Army service recently after four years in the northern India theater of operations.

• Fitzsimmons Stores, Ltd., of Los Angeles, Calif., operators of 39 grocery stores and meat markets in Los Angeles and nearby communities, has purchased the Imperial Valley Packing Co., Imperial, Calif., from Sydney Genser, and is spending \$10,000 to modernize the plant and install up-to-date refrigeration facilities. The meat requirements for the chain of stores will be supplied by the plant.

• T. P. Evans, 51, who served 26 years with the Cudahy Packing Co., died recently in Chicago. He was in charge of the mail department at the Chicago office at the time of his death.

• A permit to operate an abattoir in connection with its freezer locker plant was denied the Southern States Co-

operative, Pulaski, Va., at a recent town council meeting. The council stated that even though the packing-house were operated on a sanitary basis there still would be objectionable features.

• Arnold Drimmel, secretary and sales manager of the Seattle Packing Co., Seattle, Wash., has had his candidacy for the state legislature endorsed by the Seattle Municipal League. He will run in the Democratic primaries this month.

• Edward J. Frey, a member of the Old Dutch Cleanser department of the Chicago office of Cudahy Packing Co., died, July 2. He had been with Cudahy since 1930.

• Federal approval of the Mitchell Packing Co., Mitchell, S. D., formerly the Erion Packing Co., was received recently, and cattle slaughtering operations have been resumed. H. O. Raskin and his son, Sid Raskin, are managers of the new firm.

• Meat Industry Suppliers, Chicago, has opened a new West Coast office at 420 Market st., San Francisco. Art J. Gerst, well known in the spice industry, is manager. Sol Morton, president, Meat Industry Suppliers, has just returned to Chicago from a trip west to open the new office.

• Charles L. Ring, of Evanston, Ill., has resigned from the Brandt Co., Cleveland, O., independent hotel supply house. He is a director of the National Association of Hotel and Restaurant Meat Purveyors and is well known to the Chicago meat trade. Ring plans to form a company to engage in the wholesaling and jobbing of meats.

• Sunderland Beef Co. has been incorporated at Boston, Mass., with Irving Feinstein as president and Henry E. Stone as treasurer. Five hundred common shares, no par value, were issued.

• The Oriental Casing Co., New York city, is conducting business under the new firm name of Oriental Casing Corp. at 275 Water st., New York 7, N. Y. Jules Toch is president and Max Lauer is secretary and treasurer of the corporation.

• Wayne county, Michigan, may establish its own slaughterhouse to avoid paying exorbitant prices for meat for county institutions. Jacob P. Sumeracki, chairman of the board of auditors, stated last week. He said the board was

## Safeway Stores Purchases

### Pipkin-Boyd-Neal Co. Plant

The Pipkin-Boyd-Neal Packing Co., Joplin, Mo., has been purchased by Safeway Stores, Inc. The purchase price was \$125,000, plus inventory totaling about \$15,000. The plant will operate under the name of the Zenith Packing Co., a Safeway Stores division. Officials said the company would continue to "serve the same territory." Some observers believed that virtually the entire output of the plant would be confined to the Safeway stores in the area but this was not confirmed by the new management.

The Pipkin-Boyd-Neal Packing corporation, formed in 1920 by George W. Neal, president, the late J. W. Pipkin, vice president, and H. H. Boyd, secretary-treasurer, was not sold in this transaction. Only the Joplin packing plant was involved. The company will continue to own and operate its Cape Girardeau, Mo., plant, and will buy on the local market but will not sell in the Joplin area.

starting an immediate survey to find a suitable place for a slaughterhouse.

• Harry Charge, 48, Swift & Company foreman at Cleveland, O., died recently of a heart attack suffered while at work. He came to the United States from Russia 35 years ago and was employed by Swift in its Minneapolis plant before moving to Cleveland.

• R. E. Everly, president of the recently formed Everly Livestock Exporters, Inc., in Seattle, Wash., has returned to Seattle after a visit to Latin America. He appointed representatives of his firm in a number of Latin American countries.

• The annual golf tournament and field day of the Hide and Leather Association of Chicago will be held on July 18 at the Rolling Green country club, Euclid and Rand rds., Arlington Heights, Ill. Tickets are \$10 each and cover luncheon, dinner, greens fee and entertainment.

• The Nichol Packing Co., Sheboygan, Wis., is contemplating the construction of a \$150,000 packing plant at Fond du Lac where it would move its present operations. The Fond du Lac city zoning

## Col. Ross Is Named to Head Chicago Quartermaster Depot

Col. Glenn A. Ross has assumed command of the Chicago Quartermaster Depot, succeeding Col. E. DeTreville Ellis, who has been alerted for overseas duty. Col. Ross has been Chief of the General Administrative Services Division, Office of the Quartermaster General, Washington, D. C.

During World War II Col. Ross served in various capacities in the South Pacific theater. For a time he was in charge of all Quartermaster activities of the South Pacific Base Command, at New Caledonia. He was later stationed at Manila, the Philippine Islands, and was with Headquarters, Army Service Command Olympic, Kobe, Japan.

He is also a veteran of World War I, having begun his Army career in 1913 as a second lieutenant with the Pennsylvania National Guard. He is a graduate of Waynesburg college, Pa., where he received a BS degree, and the Quartermaster School.

## THREE HOOSIER PACKERS

Left to right are John Stadler, Ernest L. Stadler and Fred S. Dick of the Stadler Packing Co. of Columbus, Ind. The firm is now adding new coolers which will considerably increase the capacity of the plant.



Moore



## The Fine Art of Making Sausage

Producing sausage and specialty products with appetizing appearance and flavor, especially with present runs of available materials, is distinctly an art. You will find an able, economical assistant in Fearn's flavor builders.

Fearn flavor builders give your products extra flavor with no change in present formulas. Other Fearn products produce the proper mild cure of meats, emulsify fats, give uniform texture and binding quality, absorb and hold moisture to improve quality and increase yields.

Every Fearn product can be used with the assurance that it will pay its way and more.



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ing board of appeals has approved an application for the plant site.

• C. Russ Haster, 58, manager of the by-products department for the Cudahy Packing Co. at San Gabriel, Calif., died recently. He held the same position at the Kansas City plant before moving to California.

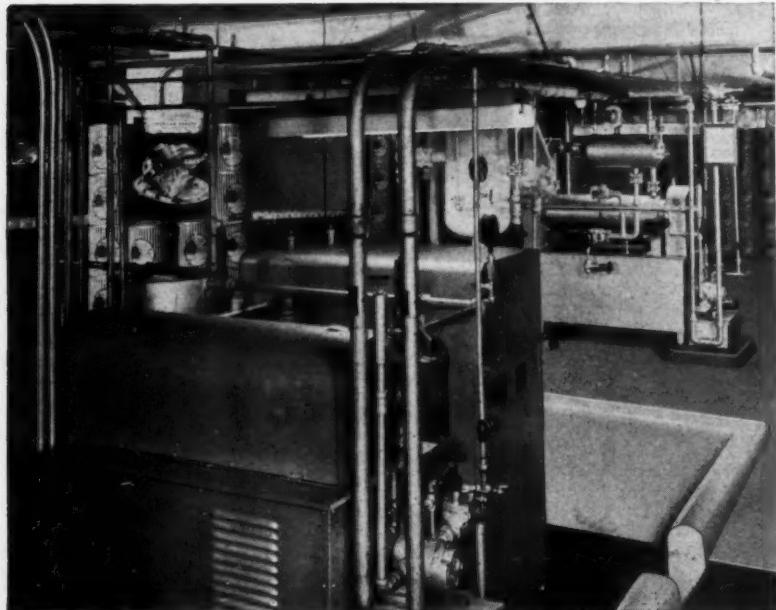
• The Southwest Washington Livestock Marketing Association, Centralia, Wash., has filed an amendment to its incorporation papers increasing capitalization to \$100,000. The association plans an immediate expansion program.

• The Oconomowoc, Wis., city council last week referred to the city board of health a recommendation by the state

board of health that a license for the operation of the Feldschneider Bros. slaughterhouse be withheld. The council said that the firm, while meeting state requirements on cleanliness, was operating without a license.

• A building permit has been issued the Roscoe Packing Co., New York city, to construct a slaughterhouse. Twenty-five hundred shares were issued.

• Kendrick F. Vance, for 32 years a member of the sales organization of Swift & Company, died recently at his home in San Mateo, Calif. At the time of his death he was an assistant to the district manager at the company's South San Francisco district office.



## Votator installation at Kahn's praised by lard department Head

THESE VOTATOR lard processing units (Senior model foreground, Junior model in the back) have been in operation 14 months and 8 months, respectively, at The E. Kahn's Sons Company, Cincinnati. Hero is what Edw. G. Anderson, superintendent of the Lard Department, has to say about them!

"Our production with the Senior averages 9,000 to 10,000 pounds per hour. The Junior, in connection with our automatic lard packaging unit, produces 2800 one-pound cartons per hour. This is an increase of 15% in production over the lard roll, achieved in less floor space than occupied by the lard roll.

"With these closed machines, the sanitary conditions in our lard department have been much improved, and we have complete control over our lard. Quality is not only more uniform but better—with just the proper air content, and smoother, creamier texture.

*"We can operate the Votators half an hour longer each day because there is no clean-up, as was the case with the open lard roll."*

For further information, write to The Girdler Corporation, Votator Division, Dept. NP4-2, Louisville 1, Kentucky. Branches: 150 Broadway, New York 7, N. Y.; 617 Johnston Bldg., Charlotte 2, N.C.; 2612 Russ Bldg., San Francisco 4, Cal.



VOTATOR—T.M. Reg. U.S. Pat. Off.

## THE CONTINUOUS, CLOSED LARD PROCESSING UNIT

## DIRECTORY CHANGES

The following Meat Inspection Directory changes have been issued by the Production and Marketing Administration, MID, through Notice No. 11.

**Meat Inspection Granted:** W. M. Chambers Co., Fair Park, Seguin, Tex.; A. C. Roberts, Kimberton, Pa.; Spiegel Foods Co., P. O. box 1491, Salinas, Calif.; Gruensfelder Packing Co., 3914 No. 25th st., St. Louis 7, Mo.; Vos, Inc., 6-8 North st., Bayonne, N. J.; Deerfield Packing Corp., Upper Deerfield Township, Bridgeton, N. J.; Gunsberg Beef Co., 6800 Dix ave., Detroit 9, Mich.; Monarch Packing Co., 2496 Orleans st., Detroit 7, Mich.; Wolverine Packing Co., 1340 Winder st., Detroit 7, Mich.; Mades Packing Co., W. 4th ave. and W. 23rd st., Hialeah, Fla., mail 828 N.W. 21st Terrace, Miami, Fla.; Valley Packing Co., P. O. box 1001, Pueblo, Colo.; Oak Crest Provision Co., 2730 Porter st., Houston 10, Tex.; Edward Anderman, Route No. 1, Hickman Mills, Mo.; The Grand Union Co., Blodgett Mills, N. Y.; Metamora Abattoir & Processing Plant, Metamora, Ill.; Dirr Sausage Co., 1177 N.W. 81st st., Miami 38, Fla.; Loeb & Gottfried, West 22nd st. and Red Road, Hialeah, Fla.; Oakdale Packing Co., 378 Pleasant st., East Bridgewater, Mass.; Brook Locker Plant, Brook, Ind.; Middle Georgia Abattoir, Inc., Elm St., Macon, Ga.

**Horse Meat Inspection Granted:** Pedrick Laboratories, P. O. box 306, Sand Springs, Okla.; Michigan Food Supply Co., 23660 Sherwood ave., Center Line, Mich.; B.I.L. Food Products, Inc., 416 West 14th st., New York, N. Y.

**Meat Inspection Withdrawn:** The Smithfield Packing Co., Inc., State Highway 642, Suffolk, Va.; Kansas Packing Co., 14th and Read sts., Coffeyville, Kans.; Quick Frozen Packers, P. O. box 398, Mountain View, Calif.; Plymouth Rock Provision Co., 588 Howard st., Buffalo, N. Y.; The Braun Brothers Packing Co., R.F.D. No. 3, Troy, Ohio.

**Change in Name of Official Establishment:** Capitol Packing Co., Inc., 801 Kentucky ave., Indianapolis 7, Ind., instead of Stokely Foods, Inc.; B. and B. Products Co., Inc., 4717 Miller ave., Bethesda, Md., instead of Jackson's Mexican Food Products; Claridge Food Co., Inc., 41-23 Murray st., Flushing, Long Island, N. Y., instead of Claridge Food Co.; Stadler Packing Co., 660 Belmont st., Columbus, Ind., instead of Stadler Bros. Packing Co.; Hygrade Food Products Corporation, 912 North Main st., Vernon, Tex., instead of Vernon Packing Co.; J. Spevak & Co., 431-433 11th st., SW, Washington 4, D. C., instead of Ralph P. Counselman; Millar Bros. & Co., West Chester, Pa., instead of A. Darlington Strod; Banfield Packing Co. of Chanute, Kansas, Inc., P. O. box 518, Chanute, Kans., instead of Banfield Packing Co. of Chanute.

Watch Classified page for good men.

**JEEPERS! HAVE  
YOU SEEN THIS MONTH'S  
CONTINENTAL AD?**

It all adds up to this—Continental products are many and varied, and the family's growing bigger all the time. So keep your eye on Continental. One company with one policy—to give you the best in quality and service.





Here is the Skinning Machine you have been waiting for. It's a regular speed-demon! One operator can handle 350 to 480 picnics per hour . . . enough to keep five boners busy! Spoilage and waste are reduced . . . yields are increased at an *average* of 4%. Rugged construction assures a long life of trouble-free operation. Smooth, clean lines and simplicity of design make this machine easy to keep sanitary and safe to operate. This space-saver requires but 2½ feet square of floor space . . . stands but 36 inches high . . . is powered by a one-horse-power motor. Put this machine to work for you . . . place your order today!

#### **GUARANTEE**

The Townsend Skinner and Fleisher is completely guaranteed against defective workmanship and material. If for any reason the machine fails to function as advertised, it may be returned within thirty days for full credit.

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## **SKINNING AND FLESHERING MACHINE**

**FOR**  
**HAMS . . . PICNICS . . . JOWLS**  
**. . . SHOULDERS . . . BELLIES . . .**  
**BACKS . . . HOCKS . . . FEET, ETC.**

*It's speedy & simple to operate*



# **TOWNSEND ENGINEERING CO.**

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# MERCHANDISING

*Ideas and Trends*

## Swift Enters Baby Food Field with New Products

A line of meats prepared especially for babies and young children is being introduced by Swift & Company in several test markets, it was announced this week by G. J. Stewart, Swift vice president. Swift's Meats for Babies and Juniors have been developed in two types, strained for babies and diced for young children. Six varieties—beef, veal, lamb, pork, heart and liver—are included in both the strained and diced foods. They are packed in vacuum sealed tins, cooked and ready to heat and serve.

The new products will be introduced to consumers through a heavy local newspaper advertising campaign as distribution is expanded to other communities, and a large supply of merchandising aids in the form of window and display material will be available to all retail dealers.

Stewart reported that acceptance by both consumers and dealers in the test cities entered to date has been good. He also noted that members of the medical profession have shown keen interest in the product and that the line carries the seal of approval of the American Medical Association's Council on Foods and Nutrition. The Swift quality food seal, carried only on those products the company considers as good or better than anything similar being marketed, is prominently displayed both on advertising material and can labels.

### Protein Needs Great

Dr. H. W. Schultz, Swift & Company nutritionist who directed much of the research in connection with development of the products, pointed out that babies grow rapidly and require three to four times proportionately more protein, the body building nutrient, than do adults. He said that meat is one of the richest sources of nutritionally complete protein and also is rich in B vitamins and minerals. He explained that the new all-meat baby foods are processed under strict laboratory supervision to insure retention of all nutrients possible.

Swift's Meats for Babies are passed through a fine mesh screen. Fat content averages less than 4% per cent. The product is packed in natural juices in 3½ oz. tins, sufficient for two average servings. Swift's Meats for Juniors are diced so that each piece is approximately a ¾-in. cube. The diced meat is sufficiently resilient to encourage chewing, yet tender enough to be easy to eat. Diced meats are all meat—with just a touch of salt added and are vacuum packed in 5-oz. tins.

### NEW CANNED MEATS

Labels on Swift's Meats for Babies and Juniors feature a number of cartoon comic figures. A bright red background predominates on the strained foods cans, and a striking blue background on the diced meat cans. The tins are well suited for either floor, shelf or table displays. Physicians have disproved the fallacy that babies are unable to digest meats and now state that babies' digestive systems can handle meats very well and that they will benefit from the proteins, vitamins and minerals in meat. With the new product busy mothers are saved the job of cooking, then scraping or sieving meat.



### CONTAINER STUDY URGED

Current shortages of containers need not deter shippers of industrial products from re-examining their shipping problems to determine if new developments in packaging techniques will increase efficiency and reduce handling costs, according to L. S. Beale, secretary of the Wirebound Box Manufacturers Association.

Mr. Beale recently pointed out that production has been slowed down in box manufacturing plants because of shortages of materials. As a result, he explained, wirebound engineers have even more time than usual to help shippers solve their problems.

Shippers who wish to explore the possibility of applying wirebound containers to their products, when box materials are again plentiful, can do so by availing themselves of the engineering and designing facilities of the wirebound manufacturer, Mr. Beale said.

He pointed out that experience gained in the war in the use of wirebounds for shipment of industrial products can be applied advantageously to peacetime products with proper engineering and designing, adding:

"When the container is designed, shippers will then be in a position to get the advantages of the ideal container for their product as soon as box materials and production permit."

### PREFER PRE-PACKAGING

About nine out of ten housewives prefer pre-packaged produce to the bulk product, Professor Charles W. Hauck, Ohio State University, has found from a poll of Columbus consumers. As a part of the pre-packaging experiment conducted by Ohio State in collaboration with the Great Atlantic & Pacific Tea Co., some 500 patrons of five retail stores in the city were questioned. Pre-packaged items were sold at the same price as bulk produce in the Columbus experiments.

The main reasons given for the preference for the pre-packaged product were attractiveness of the display, high quality of the produce and sanitation. Consumers also liked the speed with which selections could be made and conveniences of handling.

### WOMEN READ LABELS

A recent survey made by the Grocery Manufacturers of America indicates that 55 per cent of all women surveyed read labels on food packages regularly. The survey covered women at all income levels and women who work outside their homes as well as full time homemakers. Only 7 per cent of those surveyed said that they never read labels.

The survey also revealed that 42 per cent are interested in label information having to do with nutrition.

## Can Margins be Cut?

(Continued from page 13.)

water, steam, electricity—refrigeration, etc. These costs should not be overlooked, of course, as efficient use of these may bring about some savings.

If all packing plants were as efficiently and economically operated as the best of the present plants, meat packing operations could apparently be carried on at less cost. Members of the industry doubt if such savings could exceed an average of  $\frac{1}{2}$ c per pound. If so, it would be equal to a reduction of the total margin of more than 4 per cent when figured on the basis of 1939 costs.

If the frozen meat industry develops on a large scale, the cutting, boning, packaging and freezing would probably be carried on at the packing plant, which would increase their operating costs materially. But these added costs would probably be compensated for by reduction in the cost of wholesale and retail distribution of the product. On the other hand, trimmings could be utilized to better advantage, and the products made from trimmings could be sorted, graded and standardized. Bones, waste fat, and other inedible products could be more fully salvaged in the plant than in retail markets.

The principal improvement in transportation in recent years has been in the

greater speed of trains and motor trucks, which has reduced shrinkage and spoilage in transit. Further improvement may be expected along this line. Direct reduction of transportation expense by any significant amount seems unlikely. If existing rail or motor freight rates are adjusted, it is not certain that the adjustment will be downward.

With increased slaughtering in plants located in or near producing areas, the shipment of meat to consuming centers on the eastern seaboard has increased. However, this increase has been more than counterbalanced by reduction in the transportation of live animals. Slaughtering of non-Kosher meat in the producing area is not likely to decrease and may increase.

If the marketing of frozen meat to consumers becomes important, storage costs will probably increase. The low-temperature refrigeration required for both storage and transportation probably would also necessitate changes in the facilities and equipment if they are to become efficient. On the other hand, to the extent that frozen meat is boned, the tonnage of the meat shipped will be less.

## Wholesaling Meat

Economies in wholesaling depend largely on the possibilities of reducing the number of sales, solicitations, orders, and deliveries required to distribute a given quantity of product. The demands of some retailers for frequent solicitation and delivery, coupled with competitive selling efforts of wholesale distributors, tend to produce a distribution system that is needlessly expensive. To curtail excessive service is not always practicable, as retailers wish to keep inventories low and therefore ask for frequent small deliveries.

In normal times, a store of moderate size may receive deliveries from three or four suppliers once a day, or sometimes even oftener. Salesmen from each supplier may visit a store four or five times a week, and call the retailer on the telephone to solicit orders between personal calls. Concentration of purchases among fewer suppliers would tend to reduce costs, but dealers dislike to become dependent upon only one or two wholesalers. Credit extension is a consideration, as the retailer may obtain more credit from several suppliers than from one or two.

Selling and delivering to the larger stores such as super-markets, normally is comparatively inexpensive, but the individual orders are usually large. Similarly, purchases by chain stores that operate their own warehouses and combine all orders for a single store into one delivery can be handled at relatively low expense. Small stores sometimes obtain at least part of the advantage of large-scale buying by combining into buying groups. To the extent that the trend toward larger unit buying by retailers continues, other economies may be possible. The potential saving is probably about  $\frac{1}{2}$ c per

## How To Evaluate Bacon Scales . . .

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pound, which would bring a reduction of about 2 per cent in the total margin.

Labor rates are expected to continue high, but the reduction of labor costs in meat retailing by means of better use of the butcher's time offers possibilities, particularly in the larger shops. To arrange the work so the butcher can spend his entire time at meat cutting, boning and trimming, while someone else does the remainder of the work, requires a retail business large enough to support two or more employees. Some of the larger meat stores are realizing such savings.

Savings could also be made if the consumers' buying could be spread more evenly over the week. This means encouraging consumers to spread their buying over slack periods.

### Credit and Delivery

Credit and delivery service furnished by some retailers add to the retailing margin. Relatively large self-service retail meat markets are being operated in some sections, some handling the regular fresh cuts of meat, others handling frozen packaged meat. Some stores have been operated at an expense of as little as 3¢ per pound, compared with an average in normal times of from 5 to 7¢ per pound. If the entire retailing function could be reduced by 1¢ per pound of meat, the total marketing and processing margin would be reduced by nearly 9 per cent on the basis of 1939 cents.

If meat is sold to the consumer in frozen packaged form the retailing cost should decline, as the preparation of the cuts would be made at the packing plant or at some other large cutting establishment. Packaged meat could then be sold by clerks without meat-cutting experience, or be dispensed in self-service stores. Low temperature refrigeration equipment for the storage and display of frozen packaged meat would be needed, however, and this would add both to capital investment and to operating cost for refrigeration in most stores.

Freezing meat and selling it in frozen form to consumers should facilitate a more uniform distribution of meat throughout the year. This would have the effect of minimizing seasonal fluctuations in prices.

It should be recognized that if fresh meat is to be sold to consumers in frozen form, many changes will need to be made in its preparation and distribution. Technical problems pertaining to preparing frozen meat, grading, labeling, wrapping, packaging, refrigeration, storage and distribution are apparently receiving consideration by the packing industry and by distributing agencies. Consumer reaction to frozen meat will need to be ascertained. The price relationship among cuts of meat may be materially modified, as some cuts when boned will have a high selling price per pound as compared with other cuts. If the sale of frozen meat has real merit, there is reason to believe that these problems can be solved.

*in sausage.*

### EYE-APPEAL

*results in*

### SALES-APPEAL



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for Frankfurters, Too!



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## Mechanized Skinning

(Continued from page 11.)

bellies with the machine. Starting with a skin to total weight percentage of 10.4 he has, within a short time, been able to reduce the skin percentage to 8.7. The job is done by female workers and on one day three of the operators were able to flesh 3,229 lbs. of bellies in one hour and 20 minutes. The crew is inexperienced and the packer states that this production will be increased. The green bellies were examined and the skinning was excellent. The few bits of skin left on the belly can be removed quickly by one man prior to pressing the bacon.

The machine has also been used to skin pig's feet. The cost of skinning 100 lbs. of skins from pig's feet is estimated at 40c. The current market does not justify skinning feet, but in normal times the packers would be able to realize considerable above tank value for the skins and would be increasing their lard yield by excluding the fat-absorbing skins.

One packer reports that he has had difficulty in training personnel to operate the machine safely and he further states that it takes an alert and intelligent person to use it properly. Operation of the machine cannot be entrusted to run-of-the-mill help.

If a packer wishes to use the machine for varied operations he can facilitate

the resetting of the blade by determining and marking off the distances at which the blade is to be set for the different operations, such as fat back or belly skinning, and then have the mechanic set the knife for the desired operation.

## Meat Jobbers Urge Use of Government Grading

A resolution favoring continued use of U. S. government grading by the meat industry and stating that association members will buy only U. S. graded meat has been passed by the Associated Meat Jobbers of Southern California. The group at a meeting on July 2 adopted the following resolution:

"Whereas all packers have availed themselves recently of government grading and this grading has been impartial and of equal value, and,

"Whereas the associated meat jobbers of southern California have sold this meat grading to their customers, purveyors of meals, therefore,

"Be it resolved that this modern and efficient manner of grading meat be continued, and,

"It is further resolved that members of this association will buy only U. S. graded meat as a means of continuing this equitable system of merchandising."

## WORLD FOOD OUTLOOK IS VERY FAVORABLE

General conditions affecting feed production in most areas of the world were substantially better in mid-June than a year earlier, the Department of Agriculture's Office of Foreign Agricultural Relations reported. Although there has been some increase in crop acreage, the total world acreage in food crops is still below prewar. Yields are being restricted by shortage of fertilizers, draft power and a number of other product facilities.

In the world production of livestock and poultry, higher feed prices and restricted feed supplies have reduced the feeding of livestock, especially of hogs and poultry. World supplies of meats, dairy products and eggs consequently are likely to be somewhat smaller during the 1946-47 consumption year than during the preceding year. The output of feed and mutton, however, will more nearly approximate that of the past year, with the exception of North America.

The agency also said that supplies of olive oil, coconut oil, and fish and whale oil probably will increase substantially, but a decrease is expected in the output of animal fats, and perhaps soybeans. Little change is expected in supplies of other edible oils.

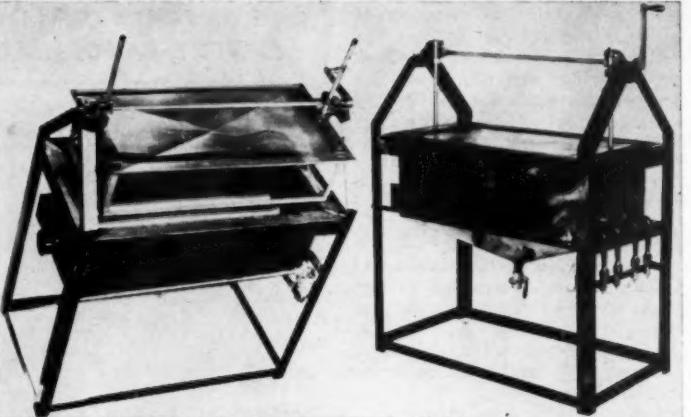
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You can NOW obtain B & D Stainless Steel Meat Loaf Pans in 1 and 6 pound sizes. Write or wire your needs today!

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# BEST & DONOVAN



## ADVANCE DIP-TANK Gives Meat Loaves Sales Appeal!

Every loaf comes out browned and crusted to perfection . . . an appetizing appearance that leads to sales! Economical to use . . . yes, costs are cut to a minimum. Easy to operate . . . yes, and also easy to clean. Write for full details at once!

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Manufacturers of Traveling and Revolving Ovens  
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Shortening is heated only above the four gas-heating tubes. When the temperature above the tubes reaches 375 degrees, the temperature below the tubes is only 95 degrees. Automatic controls prevent smoking, doubling the life of the shortening. No burned or spoiled loaves. Capacity from 9 to 12 loaves to one dip.

Tank can also be used for dipping in paraffin, gelatin or browning of par boiled hams or other meat products.

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**HAM**  
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"The Man You Know"

*Pre-Seasoning*

## 3-DAY HAM CURE

It's the good, old-fashioned, full-bodied ham flavor that your customers want. That's what NEVERFAIL gives you. For extra goodness, NEVERFAIL imparts to the ham a distinctive, aromatic fragrance . . . because it pre-seasons as it cures. In addition, the NEVERFAIL 3-Day Ham Cure always produces an appetizing, eye-catching pink color . . . mouth-melting tenderness . . . and a texture that's moist but never soggy. Write today for complete information.

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## SLAUGHTERING QUOTAS OFF; OTHER PARTS OF CO 2 STILL IN EFFECT

The amount of livestock that may be slaughtered under Control Order 2 is unrestricted for the July accounting period, the Office of Price Administration announced this week. Amendment 3 to Supplement 1 of Control Order 2, effective immediately, permits unlimited slaughter of livestock by licensed Class 2 slaughterers during the current accounting period which began on or after June 24. Announcement of the quotas for the succeeding accounting period will be made during the last week of July, OPA said.

The price agency emphasized that all other provisions of Control Order 2—such as licenses, meat marking, reporting requirements—will remain in effect. This means that newcomers may not enter the slaughtering business unless they meet the specific requirements set forth in Control Order 2. Records are still required and the reporting provisions of the Order must be observed.

Slaughter quotas on federally inspected plants were lifted on July 1, by action of the Department of Agriculture. OPA said it has taken today's action in order to permit non-federally-inspected plants to acquire and slaughter their proportionate share of the larger number of livestock currently moving to markets.

OPA added that persons who are required to "make up" for exceeding quotas since Control Order 2 went into effect on April 28 will be required to do so when quotas are re-established at fixed percentages. Quotas previously in effect for non-federally-inspected slaughterers of cattle and calves had been fixed at 85 per cent of the amount slaughtered in the same period in 1944, while the limitation on hogs was 90 per cent.

The slaughter control program is operated under authority of the Second War Powers Act.

(Amendment 3 to Supplement 1 of Control Order 2—effective July 10, 1946.)

## MEAT OUT-OF-DOORS

During August, American Meat Institute advertising will feature meat for outdoor picnics. Seventeen million copies of an advertisement picturing frankfurters and hamburgers will appear in five leading magazines during the month, *Life*, *Saturday Evening Post*, *Ladies' Home Journal*, *Good Housekeeping* and *True Story*. August commercials on the Fred Waring radio show also will be built around meat for outdoor cooking, and mats on ground beef, hamburger and frankfurters are available to retailers for their own tie-in advertising.

Meat is rich in iron and phosphorus.

# PLANT OPERATIONS

## Ideas for Operating Men

### USE OF HIGH FREQUENCY HEATING FOR MEAT FOUND TO HAVE SOME DRAWBACKS

Recent reports on experiments with high frequency heating (induction and dielectric) may be of interest to meat plant personnel. Basic data on these processes were given in THE NATIONAL PROVISIONER of June 29, page 12.

The Hotpoint division of General Electric has recently reported its findings in experimental efforts to cook foods dielectrically. The equipment used was an ordinary electrical range with high frequency equipment. The cost of the latter increased the price of the stove almost tenfold over its electrical counterpart, or from \$116 to \$1,000. The tests showed that while electronic heating is faster for reheating pre-cooked foods, it is a failure in cooking raw meat. In the case of meat the material was heated from the center outward in contrast with the normal manner of heating from the outside inward. As a result, the standard crusted appearance and texture of the meat were lacking and, while cooked from the viewpoint of chemical analysis, the meat was not cooked from the standpoint of taste. General Electric workers concluded that cooking of meats dielectrically is out of the question because of prohibitive equipment costs, low operating efficiency and the overall lack of flavor on the part of dielectrically cooked meats.

In another series of experiments, the American Can Co. used a 90 mm. diameter Pyrex tube fitted with two metal ends which acted as electrodes and were in contact with the food. The energy was supplied by a 15 k.w. output, 10-megacycle radio frequency generator. The meat products used in the tests were canned luncheon meat and Vienna sausage. While there was a slight improvement in the flavor of the meats electronically cooked, the difficulties encountered nullified the advantage.

First, it was found that the heating of the product was uneven and frequently that parts would burn before the entire container contents were cooked; furthermore, the pressure generated by the uneven heating within the container often would force open an end of the container. Second, it was found that since the product was placed on its side to facilitate the transfer of heat, the headspace was on the side of the container, resulting in poor appearance of the product and excessive free liquid.

It also was found that meat with layers of fat did not lend itself to uniform cooking. Temperature readings were taken 1 in. apart on a piece of

ham and a spread of 70 degs. F. was discovered between two points. While parts of the lean meat were burned, parts of the fat were left raw. Like fat, salt was found to be an inhibitor in dielectric heating since there was a more rapid heat absorption on the part of the salt-free meat.

While being careful to point out that the frequencies used were high, and that contrary results were obtained with low frequencies, the experimenters found that the spore activity of microorganisms was not retarded by the electronic heat used. Both research groups concluded that dielectric heating of meats is in need of further work to reduce the cost of equipment, to develop new methods of use and to increase its efficiency.

### NEW PUMPS CUT COSTS

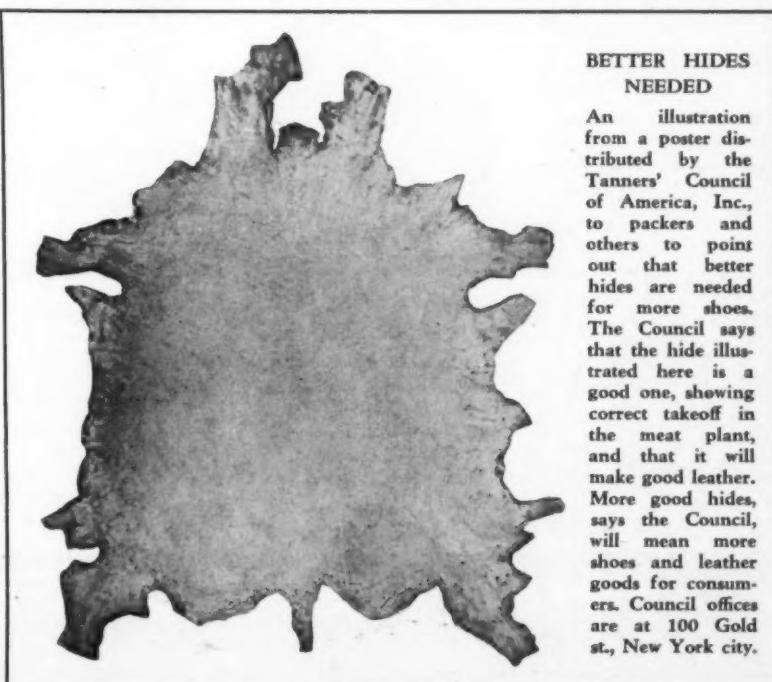
The hidden costs that ride along with old and obsolete equipment often can reach startling proportions, as the recent experience of Wimp Packing Co., Chicago, demonstrates. In this plant it has been possible to pay for some newly installed equipment, through operating economies, in a few months' time.

Making a periodic check through his plant for sources of waste, Martin Green, superintendent, decided that it would be advantageous to replace two

old duplex steam pumps used to boost the city water pressure to house needs. Being old, the pumps required a good deal of maintenance, their packing constantly needed replacement, the leakage from the pistons was excessive and the exhaust steam was vented to the atmosphere. Yet with all of this trouble the pumps often failed to supply a sufficient amount of water or the desired pressure.

Two new electrically-driven centrifugal pumps were installed to replace the old pumps and boost the water pressure. One of the new units is a pump rated 87 gpm against a 125 ft. head, powered by a 7½ h.p. electric motor, and a pump rated at 220 gpm against a 125 ft. head powered by a 20 h.p. motor. The two units provide the water necessary to perform all of the water-consuming operations, such as killing, and for cleanup and the cooling tower. It was found that the pumps cut the plant's fuel requirements by many tons of coal per month.

Besides the savings on the coal bill, the new pumps have indirectly reduced many costs, as they are able, without approaching capacity, to provide all the water needed and maintain pressure at a constant 90 lbs. The vibratory surge that was characteristic of the steam pump is absent, permitting an even flow of plant operations because of the dependable water supply. Furthermore, the pumps require no attention outside of filling the oil cups, a task the watchman can easily perform. Assuming an efficiency of 90 per cent, the power requirements for the 20 h.p. unit are 13,338 k.w. per hour of operation and for the smaller unit, 4,994 k.w. per hour of operation. The overall savings in the cost of pumping water is estimated very conservatively at 50 per cent.



BETTER HIDES  
NEEDED

An illustration from a poster distributed by the Tanners' Council of America, Inc., to packers and others to point out that better hides are needed for more shoes. The Council says that the hide illustrated here is a good one, showing correct takeoff in the meat plant, and that it will make good leather. More good hides, says the Council, will mean more shoes and leather goods for consumers. Council offices are at 100 Gold st., New York city.

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**This Combination Stitcher Performs Two Important Shipping Operations:**

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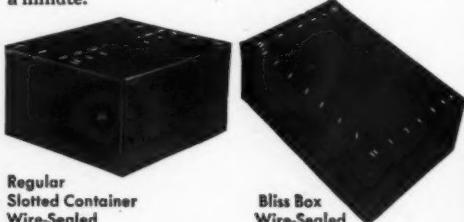


Set Up for Bottom Stitching

Many packers have found this double duty Stitcher to be economical and practical in Filling and Shipping Departments where both the Bliss Boxes and regular Slotted Containers are filled and sealed.

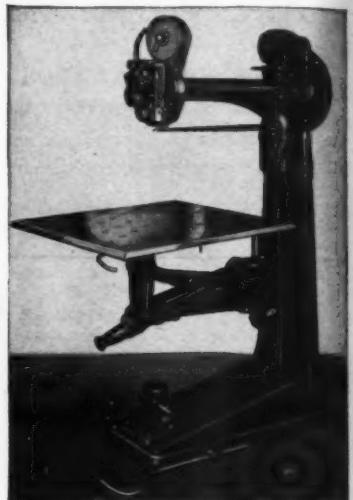
This stitcher is especially suitable in the smaller shipping departments where installation of separate top and bottom stitchers is not warranted.

Change from top to bottom stitching requires only a minute.



Wire stitching both top and bottom provides a uniformly secure closure and gives added strength and rigidity to the case.

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## HAM BOILER

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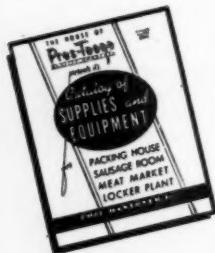
### Stainless Steel BAKE PANS

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It's easy to keep clean... it's longer-wearing... it's sanitary... it's more economical... there's no end to the advantages of Stainless Steel Table Tops. Stuffing, Trimming and Cutting Tables with Stainless Steel Tops are now available in sizes to fit your individual requirements. Regardless of your packinghouse needs, PHIL HANTOVER, INC. can supply you.

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"HOUSE OF PRES-TEEGE!"**

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GENERAL OFFICES: 1817 BALTIMORE, KANSAS CITY, MO.

# PROVISIONS AND LARD

*Weekly Review*

## MEAT PRODUCTION IN SHARP INCREASE AS PRICE CONTROLS END

Meat production under federal inspection for the week ended July 6 totaled 149,000,000 lbs., the U. S. Department of Agriculture Meat Board reported. This was 24 per cent above 121,000,000 lbs. in the preceding week but 38 per cent below 242,000,000 lbs. produced during the corresponding week last year.

Slaughter of cattle under federal inspection was estimated at 127,000 head, 41 per cent above 90,000 a week earlier but 38 per cent below 206,000 a year ago. Beef production was calculated at 67,000,000 lbs. compared with 42,000,000 lbs. last week and 109,000,000 lbs. a year ago.

Calf slaughter was estimated at 62,000 head, 16 per cent below 74,000 last week and 33 per cent below 92,000 last year.

The number of sheep and lambs slaughtered for the week was estimated at 362,000 head, 28 per cent below 506,000 for the preceding week and 3 per cent below 375,000 for the same period last year. Production of inspected lamb and mutton amounted to 14,000,000 lbs., 20,000,000 lbs. and 15,000,000 lbs., respectively.

Hog slaughter was estimated at 381,000 head, 32 per cent above 288,000 head slaughtered during the preceding week but 40 per cent below 640,000 for the same week of 1945. Estimated production of pork was 61,000,000 lbs. compared with 46,000,000 lbs. last week and 107,000,000 lbs. last year. Lard production totaled 13,100,000 lbs., compared with 9,700,000 lbs. last week and 23,700,000 lbs. in the same week last year.

## CITE ANNUAL REPORTS

Five meat packing companies achieved 1945 "Merit Award" citations in *Financial World's* yearly survey of annual reports. One of the five—Armour and Company, Cudahy Packing Co., John Morrell & Co., Swift & Company and United Stockyards—will be awarded the bronze "Oscar of Industry" for the best 1945 annual report of the meat packing field, in the final judging which culminates with the Annual Reports Awards Banquet to be held, October 4, at the Waldorf-Astoria in New York city.

In last year's contest, Cudahy Packing Co. won the best of industry award in the meat packing field and Swift & Company received second place.

## PRICES STILL ERRATIC BUT RANGES NARROWING IN HEAVY MEAT TRADE

**P**RICE ranges narrowed somewhat in the meat and provision trade this week but, in general, pricing was still too erratic and inconsistent to permit the designation of market levels. As might be expected, many of the prices reported were on the high side, reflecting the ideas of sellers fortunate enough to have saleable product which was sought eagerly by some buyers who, temporarily at least, were more interested in quick turnover than price.

Pricing seemed to be without rhyme or reason in many cases; similar product was reported sold in several directions within a few hours at levels 5 to 10c apart. It was apparent that some buyers and sellers were operating without adequate information and that self-imposed secrecy was adding to the confusion of the trade rather than lending stability to the markets. For the time being, moreover, realizations were being disregarded by some operators as a yardstick in buying livestock.

The bullish feeling in both the meat and livestock markets increased during the week with the growing conviction that price controls were dead—OPA extension, veto or come what may. While this belief appeared to be a trifle premature, there is no doubt that each day's delay in the reimposition of controls makes their revival more unlikely.

OPA's action in suspending quotas under Control Order 2, effective as of June 24, was considered to be a strong indication that the price agency has about given up hope of again ruling the meat and livestock markets.

The markets gained some headiness, too, from a feeling in some quarters that livestock marketings may not continue at their present pace for long.

Opinions differed on this, however, with other observers predicting that good marketings of grass cattle will take up the slack left by an expected decline in hog runs. Competition was more keen in both the live and product markets during the week as some of the larger and medium-sized companies stepped up their operations and eliminated some of the regional inequalities in activity which prevailed during the first week of "freedom."

Trade in pork cuts increased considerably during the early part of the week with daily volume up in the hundreds of cars bracket, including fresh, S.P. and D.S. product and dressed hogs. Wholesale prices of pork cuts in general appeared to be up 33 to 50 per cent over ceilings, but, of course, the advances were considerably smaller or non-existent when compared with black market quotations.

A peculiar situation exists in D.S. meats and the market, when established, may be almost double the former maximums. Because of a seasonal situation, D.S. meats were undervalued in relation to other pork cuts at the time ceilings were established and this maladjustment persisted during the four years of price control. The supply of such product is particularly small at present because of heavy deliveries to the government during the period of set-aside and it may be some time before demand can be met satisfactorily.

A particularly tight situation also prevails with regard to lard. There is no prospect that supply will balance demand in the immediate future. There was a good volume of trading of refined lard in tanks and various other packages during the week with reported

*In Our 25th YEAR Serving  
The Meat Packing Industry*

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\* CLEVELAND 14, OHIO \*

prices ranging from 26½c up to 29c.

Lard quotations on Friday were: prime steam in tierces 21.12½c b; prime steam loose, 20.00c b; leaf, 20.50c; neutral in tierces, 22.75c; refined in tierces, 23.00c. These prices, of course, are still out of line with those paid in the carlot trade for the fat.

There were some signs late in the week that sellers, although bolstered in their price ideas by the strong live markets, feel a little uneasy about consumer reaction to advances and the volume of product that is expected to hit the market next week from the larger houses. Consequently, some of them are making sure that they get cash on the barrel head for shipments, particularly in the East.

**HAMS:** The tone was rather strong late this week with active inquiries and limited offerings. A number of cars of green skinned hams have sold on private terms and there are indications that the 18 and up have been moving at around 38c or higher with actual deliveries somewhat on the heavy side.

Green skinned hams moved in some volume early in the week on private terms. A half car 18 and up S.P. skinned hams was reported sold at 34c, loose, f.o.b. Chicago.

**PICNICS:** The market looked firmer as the week ended with carlot sales reported at the 32c level, Chicago basis, and distributive business in the 32c and 34c range. Carlot bidding was reported to be around 34c, also.

While the market on S.P. picnics appeared to be still in the undeveloped stage, there was a limited volume of distributive trade early in the week in green product at around the 30c level. There was some trade in smoked picnics on private terms.

**BELLIES:** A considerable volume of green seedless bellies was moving late in the week, particularly in the 16/22 classification, with prices in a rather wide range. Trading is reported to have occurred at 31c, 33c and 34c.

Green seedless bellies were pretty rangy early in the week with some transactions reported on private terms. A half car of 16/22 green seedless bellies was reported sold at 24½c, loose, delivered Chicago.

The tight supply situation and lack of offerings has made it almost impossible to establish a market. There has been active interest in D.S. clear bellies, backs and other fat cuts, with indications that they are valued considerably over previous levels. Small lot trading was reported in green rough jowls around 14½c.

**D.S. MEATS:** The market was still strong late in the week with demand urgent and offerings light. Lighter D.S. bellies appeared to range from 27c to 30c with the heavier weights at 26c to 29c. There was some trading in fat backs at midweek and pricing appeared to be in the neighborhood of 20c for green or frozen backs and a shade over for the light end on the cured backs. Jowl butts late in the week appeared to be around 19.

**FRESH PORK:** The market on fresh cuts was strong as the week ended with some of the lower side sellers coming up in their ideas. Loins appeared to be around 38c to 39c on the 8/12; 37c on the 12/16, and 35c to 36c on the 16/20. Boston butts and ribs were up 1c to 2c from earlier levels, but the balance of the list was about as quoted below.

The fresh pork market appeared to have settled down somewhat by mid-week, at least in Chicago, with some consistency in local pricing. Loins moved in distributive trade at around 35½c on 8/12; 34c on 12/16; 33c on 16/20 and 32c on 20 and up. However, there were other sales reported at 45c, 44c and 40@42c for the first three averages and eastern interest indicated in between these figures. Fresh 4/8 Boston butts moved in a distributive way at 35@37½c and 8 and up were 1c less. Eastern buyers were reported to have slightly higher ideas. Small distributive sales of fresh bone-in shoulders were reported at midweek around 33c; light ribs at 30@35c; medium and heavy ribs at 28@35c; neckbones, 9@10c; tails, 15c, and feet 10c.

**SAUSAGE MATERIALS:** Late in the week there was some talk of carlot regular trimming sales around 28c, but the distributive level was about 26 to 27c.

Fresh regular pork trimmings were moving in a distributive way at mid-week at 24@26c, Chicago, and there was a little business in 85 per cent lean around 39c; blade meat around 43c and skinned neck fat, 18½c. Offal items

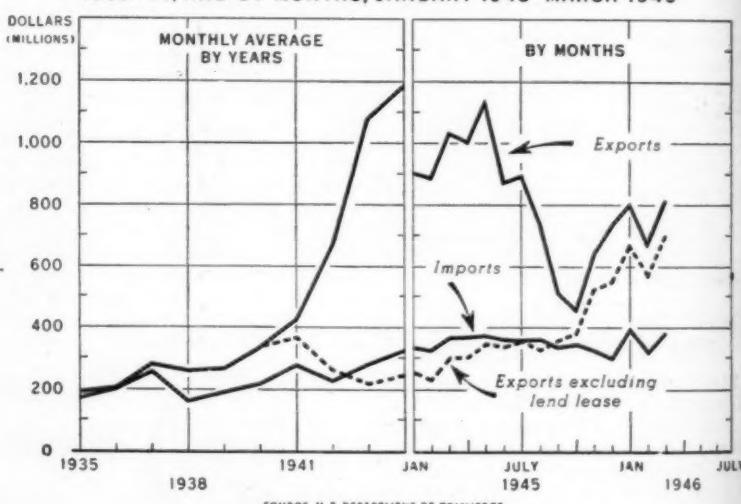
moved steadily in a distributive way with brains at 12@15c; cheek meat, 25@27c; ears, 11c; hearts, 15@17c; kidneys, 15c; lips, 8@10c; livers 23c up; melts around 10c; snouts, lean-in, 12c, 13c, and tripe 12c.

**BEEF:** While there has been a fair amount of trading in beef at Chicago and in the East, the market is still too uncertain to quote a representative list of prices for various items. Also, there are definitely two distinct sets of markets and quotations. For the last 10 days some of the smaller beef houses have been trading in carcasses, but the quotations vary greatly from house to house. At some houses in the East choice carcasses sold in a range of \$50 to \$58, but a few packer branch houses, after being practically out of business for many weeks, quoted the same grade carcasses at \$27 to \$28. It was reported that sales on this basis by the latter were very limited and business was done more or less for the record.

This wide range of prices was noted on other cuts also. Forequarters were selling at some eastern houses at \$45 to \$48 while a few branch houses reported a very light movement to retailers at \$24 and \$25.

The situation was much the same in Chicago. Several larger houses were still not in position to make sizeable offerings of beef in any form and the few sales reported ranged from \$27 to \$28 while a few independent firms were moving choice carcass beef at \$40 and better. However, there is promise that

#### EXPORTS AND IMPORTS, UNITED STATES MONTHLY AVERAGE BY YEARS, 1935-44, AND BY MONTHS, JANUARY 1945-MARCH 1946



#### U.S. EXPORTS INCREASE SINCE END OF WAR

The value of both exports and imports rose sharply during World War II. Lend-lease accounted for most of the huge increase in exports, while the shortage of shipping and the cutting off of sources of supply acted as brakes on imports. Reduced needs for war materials after VE day and then the termination of lend-lease following VJ day brought sharp declines in exports. Acute foreign needs for food, clothing and industrial goods have caused exports to rise in recent months. Some exports labeled lend-lease are still occurring. These are goods which were contracted for prior to termination of lend-lease but are essentially commercial exports in that they are being paid for in cash or are being financed by export-import bank loans.

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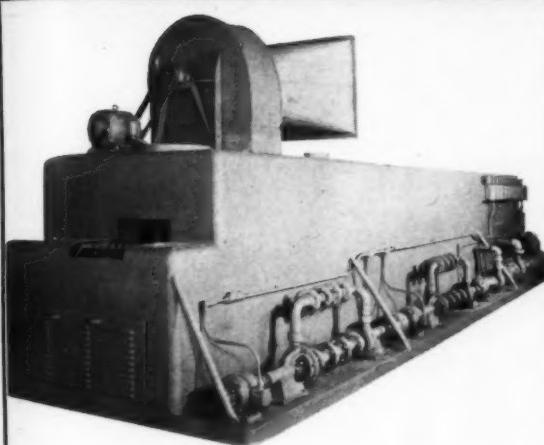
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next week will see a larger volume of beef offered on the market from all quarters and it is very possible that a more uniform set of quotations will be available. A few packers who have had little to sell this week expect to make sizeable offerings to the trade next week and at that time a reliable set of quotations should be available.

The bulk of the business on processing beef and boning cattle has been on "private terms" and at no time during the week did the market present an established set of quotations. For one thing the supply of these cattle has been light and urgent demand has absorbed all offerings with quotations much above previous ceiling levels.

It is believed that big packer quotations next week will run: AA, 32 to 33c; A, 31 to 32c; B, 26½c and C 23c.

**BY-PRODUCTS:** A sale of dry rendered tankage was reported late in the week at \$2.10, f.o.b. production point, and another sale at \$2.20.

#### WFO 42-B AMENDED

Use of fats and oils in soap for United States territories is included under the domestic soap fat quota by an amendment included in the rewritten War Food Order 42-b, effective July 1, the U. S. Department of Agriculture has announced. This corrective provision is intended to hold shipments of soap to the territories within normal requirements.

#### FLASHES ON SUPPLIERS

**KADIEM, INC. AND MEAT INDUSTRIES SEASONINGS, INC.**: E. H. Giles, general field manager, Kadiem, Inc., and Meat Industries Seasonings, Inc., New York manufacturer of Old Farm brand cures, seasonings, flavors and spices, has been made a member of the advisory board of the firm. In his supervisory capacity he will make frequent visits to the firm's sales representatives in the various territories, cooperating with them in serving the meat packing industry.

**H. P. SMITH PAPER CO.**: C. Carr Sherman, president, H. P. Smith Paper Co., Chicago, announces the retirement of P. J. Massey, vice president, on June 30. Massey will remain on the board of directors and will be available in an advisory capacity. He joined the Smith organization in 1940 and during the period of Sherman's absence in the armed forces, acted as general manager of the firm. He was also a consultant at the Quartermaster Corps Subsistence and Research Laboratory, served on the Ordnance Wrap Committee, the Bearing Wrap



P. J. MASSEY

ping Committee of the S. A. E., and did considerable research and development in devising corrosion and greaseproof tests for bearing wraps. He served on the War Production Board and the Office of Price Administration Industry Advisory Committee and was chairman of the industrial relations committee of the Waxed Paper Institute.

**CORN PRODUCTS REFINING CO.**—The board of directors of Corn Products Refining Co.

announces the election of Fred Mueller, vice president and general sales manager, as a director of the company. He began his service with the company in the bulk sales department. In 1934 he was elected vice president of Corn Products Sales Co. and in 1944 he also assumed the duties as general sales manager of Corn Products Refining Co.



FRED MUELLER

**EDISON GENERAL ELECTRIC APPLIANCE CO.**: William G. Conley, jr., has been appointed manager of the kitchen sales division, Edison General Electric (Hotpoint) Co., Chicago. He was formerly sales manager, counter equipment group, electric commercial cooking equipment division of the firm.

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# MEAT AND SUPPLY PRICES

## FERTILIZER PRICES

BASIS NEW YORK DELIVERY

Ammonium sulphate, bulk, per ton basis ex-vessel Atlantic ports		\$29.20
Bleed, dried, 16% per unit		10.00
Unground fish scrap, dried, 60% protein nominal f.o.b. Fish Factory.		
Soda nitrate, per net ton, bulk, ex-vessel Atlantic and Gulf ports	30.00	
in 200-lb. bags	32.40	
in 100-lb. bags	33.00	
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L., bulk	nominal	
Feeding tankage, unground, 10-12% ammonia, 51½ B. P. L., bulk	10.00	

## Phosphates

Bone meal, steam, 3 and 50 bags, per ton, f.o.b. works	\$35.00
Bone meal, raw, 4½% and 50%, in bags, per ton, f.o.b. works	60.00
Superphosphate, bulk, f.o.b. Baltimore, 19% per unit	.85

## Dry Rendered Tankage

45/50% protein, unground	\$ 2.00
--------------------------	---------

## EASTERN FERTILIZER MARKETS

New York, July 10, 1946

With the end of price control, cracklings sold freely at \$2 per unit of protein f.o.b. New York and while no sales were reported, tankage and blood could be sold at \$10 per unit of ammonia f.o.b. New York. Trading was at a standstill in other materials until buyers and producers could get a better picture of the general price situation. The South American market is higher than the domestic market and little trading was reported.

## CANADIAN SLAUGHTER

	May, 1946	May, 1945
Cattle	76,851	107,525
Calves	95,216	102,719
Hogs	389,377	494,450
Sheep	23,319	18,636

## CHICAGO CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w/hee)	
in 425-lb. bbls. del. ....	\$ 8.75
Salt peter, n. ton, f.o.b. N. Y.	
Dbl. refined gran. ....	8.60
Small crystals	12.00
Medium crystals	13.00
Large crystals	14.00
Pure rfd. gran. nitrate of soda	4.00
Pure rfd. powdered nitrate of soda	unquoted
Salt, in min. car of 80,000 lbs. only, f.o.b. Chgo., per ton:	
Granulated, kiln dried	9.70
Medium, kiln dried	12.70
Rock, bulk, 40 ton cars	8.80
Sugar	
Raw, 96 basis, f.o.b.	
New Orleans	4.60
Standard gran., f.o.b. refiners (2%)	5.50
Packers' curing sugar, 250 lb. bags f.o.b. Reserve, La., less 2%	5.15
Dextrose, in car lots, per cwt., (cotton)	4.80
in paper bags	4.75

## SPICES

(Basis Chgo., orig. bbls., bags, bales.)

	Whole	Ground
Allspice, prime	29 1/2	33 1/2
Resifted	30 1/2	34 1/2
Chili powder		55
Cloves, Mysore	23	26
Ginger, Java, unbl.	25	29
Cochineal	23	27
Mace, fcy. bands	..	
East Indies	..	
E & W. I. Blend	90	
Mustard flour, fcy.	34	
No. 1	22	
West India Nutmeg	65	
Paprika, Spanish	55	
Pepper, Cayenne	60	
Pepper, Packers	23	

## SEEDS AND HERBS

	Ground	Whole for Seeds
Caraway seed	35	40
Cominos seed	47	52
Mustard std., fcy. yel.	28	..
American	28	..
Marjoram, Chilean	30	35
Oregano	15	18

OLEOMARGARINE	
White domestic, vegetable	21
White animal fat	unquoted
Water churned pastry	19 1/2
Milk churned pastry	unquoted
Vegetable type	20 1/2

## NEW YORK DRESSED HOGS

Hogs, gd. & chd., hd. on, lf. fat in	
July 10, under 80 lbs.	\$27.75 @ 28.00
81 to 99 lbs.	26.70 @ 28.00
100 to 119 lbs.	25.76 @ 28.00
120 to 139 lbs.	25.35 @ 28.00
137 to 156 lbs.	25.00 @ 28.00
154 to 171 lbs.	24.95 @ 28.00
172 to 188 lbs.	24.82 @ 28.00

## BUTCHERS' FAT

Shop fat	\$4.25
Breast fat	5.25
Edible suet	5.50
Inedible suet	5.50

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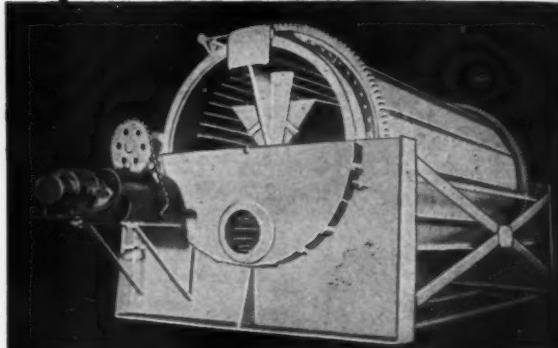
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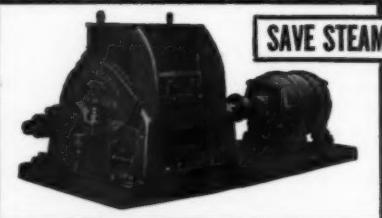
★ Stops Pollution!  
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- Prevents plugging of sewers and overloading sewage disposal plants
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# BY-PRODUCTS—FATS—OILS

## TALLOWS AND GREASES

**TALLOWS AND GREASES.**—Quotations established in the tallow and grease market late last week have been well maintained with a fair volume of trading on the part of most interests. Some of the larger users have been a little bit slow to operate in the market, but with indications that the OPA bill now before Congress will free all livestock and by-products from price controls all consumers have been active in the trade. Production is reported to be running well over the low time of a few weeks ago.

By late this week a fair volume of greases had been reported sold with most grades entering into the business. Some of the lower grades have not been reported moving for buyers and sellers are not totally in agreement on the price list. Meanwhile, choice white grease has moved at 11½c; A-white, 11½c and B-white at 11½c. Some yellow grease of local production was reported selling slightly over 11½c with the premium paid because of a short freight. Tallow sales were less numerous this week than last. Some fancy was reported moving at 11½c; choice, 11½c; special, 11½c, and a moderate amount of lower grades at list prices.

**NEATSFOOT OIL.**—Production is still too light to test the market and no sales of large enough quantities have been made to establish quotations since OPA controls ended.

**STEARINE AND OLEO OIL.**—Packer production of both of these products is very light and no offerings have been placed on the market. Users realize that it is almost impossible to secure supplies and little interest is noted in the market.

**GREASE OIL.**—Trading has been suspended for some time because of lack of offerings. New quotations awaited.

## VEGETABLE OILS

There was almost an absolute lack of trading in vegetable oils this week for both the buying and selling side are still uncertain as to how to mark new quotations now that OPA controls are off. The cottonseed oil futures market charted a steady advance last week without attracting sellings and the trade has been unchanged this week with no business reported. Meanwhile, the Department of Agriculture has announced new quotas for the use of fats and oils in producing margarine, shortening and cooking and salad oils for the July 1 to September 30 period in an amendment to WFO 42. The quota for margarine remains unchanged at 95 per cent of the 1944 base period. Quotas on other edible fats and oils are reduced from 88 per cent (second quarter level) of the base period to 82 per cent for the third quarter. Base period is average usage in corresponding quarter of 1940 and 1941. An emergency quota amounting to an additional 6 per cent has been granted for 25 western and southern states which will channel about 30,000,000 lbs. of fats and oils into these areas.

**SOYBEAN OIL.**—There are reports of a few tanks of oil moving against previous orders, but there is no indication as to what price is being paid. In fact, trading is too light to really test the market.

**OLIVE OIL.**—More soybean oil is scheduled to leave this country for Spain in exchange for olive oil and there are reports that some olive oil is now afloat and will reach this country in the near future. The market is inactive due to lack of supplies.

**COTTONSEED OIL.**—The futures market was inactive this week with bids of 17.75c placed for all deliveries. Not even these sharply advanced quotations have brought any oils out.

## BY-PRODUCTS MARKETS

### Blood

Unit	
Ammonia	\$10.50

Unground, loose .....

Digester Feed Tankage Materials  
Unground, per unit ammonia..... \$10.00@11.00  
Liquid stick, tank cars..... 5.50

### Packinghouse Feeds

Carlots,	
per ton	
65% digester tankage, bulk .....	\$149.50
60% digester tankage, bulk .....	126.50
55% digester tankage, bulk .....	116.00
50% digester tankage, bulk .....	98.00
45% digester tankage, bulk .....	64.90
50% meat, bone meal scraps, bulk .....	115.00
Blood-meal .....	160.00
Special steam bone-meal.....	65.00

### Bone Meal (Fertilizer Grades)

Per ton	
Steam, ground, 3 & 50.....	\$35.00@36.00
Steam, ground, 2 & 26.....	35.00@36.00

### Fertilizer Materials

Per ton	
High grade tankage, ground 10@11% ammonia .....	\$ 5.50@10.00
Bone tankage, unground, per ton.....	No quot.
Hoof meal .....	9.00

### Dry Rendered Tankage

Per unit	
Hard pressed and expeller unground 55% protein or less.....	\$2.00
55 to 75% protein.....	2.00

**THE FOLLOWING QUOTATIONS ARE UNCHANGED DUE TO LACK OF TRADING.**

### Gelatine and Glue Stocks

Per cwt.	
Calf trimmings (limed) .....	\$1.00
Hide trimmings (green salted) .....	.90
Sinews and pizzles (green, salted) .....	.95

Per ton	
Cattle jaws, skulls and knuckles .....	\$ 45.00
Pig skin scraps and trim, per lb.....	7% @7%

### Bones and Hoofs

Per ton	
Round shins, heavy.....	\$70.00@80.00
Flat shins, heavy.....	70.00
Blades, buttocks, shoulders & thighs .....	65.00@70.00
Hoofs, white .....	62.50@65.00
Hoofs, house run, assorted .....	Nominal
Junk bones .....	40.00@45.00
	30.00

### Animal Hair

Winter coil dried, per ton.....	\$ 60.00
Summer coil dried, per ton.....	35.00@40.00
Winter processed, black, lb.....	9
Cattle switches .....	4 @ 4%
Winter processed, gray, lb.....	8

# Willibald Schaefer Company

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AMERICAN MEAT INSTITUTE      ASSOCIATE MEMBER: NATIONAL INDEPENDENT MEAT PACKERS ASSOCIATION

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## HIDES AND SKINS

Limited packer hide trading  $10\frac{1}{2}c$  over old ceiling basis at late mid-week—Small packer market about sold up earlier around  $4\frac{1}{2}@\frac{5}{12}c$  over ceiling.—May sales renegotiated on lower basis.

### Chicago

**PACKER HIDES.**—Some new trading developed in the packer hide market at late mid-week but reported activity has not been of sufficient breadth and volume to clearly define market values. Further action is expected before the end of this week, when the current buying permits are scheduled to expire. There was some expectation that the permits might be extended this month, in view of the general lack of trading early in the period while the return of OPA was apparently still imminent. No announcement has been made, however, regarding extension of the permits and buyers are now hopeful of securing interim permits before the next regular trading period. Meantime, the OPA bill now pending in the Senate is being amended to the point where it can hardly escape another veto, and it is generally believed that that will finish it for all time.

Bids of 21c for packer native steers and cows were reported early in the week, and the Association was credited with renegotiating last month's hides on this basis, with brands at a cent less. Bids were raised a cent, and at midweek some of the local packers were understood to be renegotiating last month's hides on the basis of 22c for packer native steers and cows and 21c for brands, apparently with no distinction between Colorados and other brands.

At late mid-week, one local packer sold 5,000 hides basis 25c for native steers and cows, and 24c for brands, selected, trimmed, and followed this later on the same day with 12,000 more Mar.-Apr.-May hides at another cent advance, or 26c for native steers and cows and 25c for brands. These top prices represent advances of  $11\frac{1}{2}c$  over the old ceiling levels. Packer bulls, so far as known, have not yet moved but bids up around 19c are rumored to have been made.

Federally inspected slaughter of cattle during June, the last month that the industry was operating under OPA, slaughter quotas, and other restrictions, reached the lowest point for any June since 1900, and the lowest for any month since May 1902.

Inspected cattle slaughter during June totaled 450,970 head, as compared with 676,415 for May, and 1,060,124 for June 1945; total for first six months this year was 4,772,235 head, as against 6,729,372 for same time 1945.

Calf slaughter under inspection during June was down to 306,282 head, as against 402,271 for May, and 485,897

for June 1945; total for first six months this year was 2,504,792, with 3,061,941 reported for same time 1945.

The larger killers were active in the live market throughout this week, after a slow start last week. However, the USDA Meat Board estimated inspected cattle slaughter for the week ended July 6, the first week after OPA expired, at 127,000 head, an increase of 41 per cent over the 90,000 of the previous week.

**OUTSIDE SMALL PACKER.**—Trading was confirmed late last week at 20c, selected, trimmed, for outside small packer all-weight native steers and cows, with brands at 19c; trade continued on this basis early this week and the market was about cleaned up, with some better known productions and light average stock moving a cent higher, at 21c for natives and 20c for brands; small packer native bulls sold up to 14c early, with brands a cent less, and were later quoted 14@15c prior to the advance in the packer market. The further advance of five cents in the packer market at late mid-week is not yet reflected in these prices.

**PACIFIC COAST.**—Some renegotiation of Pacific Coast hides was reported at the opening of this week on the basis of around 18c for steers and cows, with that figure bid and declined in the open market; this was four and a half cents over the old ceiling price, but market nominally higher since the advance in the Chicago packer market.

**COUNTRY HIDES.**—Trading in the country market was reported late last week around 18@19c for mixed small packer and country all-weight natives, with brands a cent less, trimmed, ranging down to  $16\frac{1}{2}c$ , flat, for some untrimmed country heavy all-weights. Further trading was reported later on straight country all-weights at 18@19c, flat, trimmed. The country market is higher now in a nominal way, since the late advance in the packer market, but not yet established. The spread between packer and country hides under the price ceiling was recognized by almost everyone except OPA as being too narrow, and the spread will widen; however, this will be tempered by the current shortage of hides of any description, at least for the present.

**FOREIGN WET SALTED HIDES.**—While Argentina has not yet resumed the issuance of export permits, other South American markets were active at the end of last week. About 40,000 Brazilian frigorifico hides were reported sold to England at a price equal to about  $22\frac{1}{2}c$ ; about 100,000 Uruguay hides were also reported moving, around 25c to England and  $28\frac{1}{2}c$  to Argentine tanners. Later reports were that Sweden bought 5,000 Uruguay frigorificos at  $28\frac{1}{2}c$ , and Holland 5,000 more at  $28\frac{1}{2}c$ , with markets strong. Sales of Argentine steers were re-

# WEEK'S CLOSING MARKETS

ported to have been made at 23½c or better, subject to securing export licenses.

**CALF AND KIPSKINS.**—There has not yet been sufficient trading in calfskins to establish this market. There has been some under-cover trading in small packer and city calf, with rumors of 30c to 33c being paid, or upwards of 10 over the old ceiling, but nothing confirmed as yet. Some country kips were reported sold at the opening of the week at 24c, or 8c over the former ceiling.

**SHEEPSKINS.**—Strong demand for packer shearlings but the larger producers have remained out of the market until the trend of OPA legislation becomes more apparent. There have been rumors of trading at a variety of prices, without confirmation. Three cars were reported to have sold basis \$2.60 for No. 1's, as against old ceiling of \$2.15, with up to \$2.75 also talked. Pickled skins are strong and scarce and reported moving around \$2.50 per doz. over old ceiling. Spring lamb pelts are reported selling around \$2.90@\$3.00 each, or \$3.70 per cwt. liveweight basis; these formerly had no ceiling.

## New 1945 Records in Canadian Marketings

New records were set up in marketings of cattle, calves and sheep and lambs in Canada during 1945, a recently issued review of last year reveals. Cattle marketings at 2,021,700 head reached a new high point and passed the 2,000,000 head mark for the first time in history. Calf marketings at 830,000 head and sheep and lamb selling at 1,233,500 head were also new records. The hog total at 5,861,000 head was lowest since 1939 and about 3,000,000 head less than the total marketed in 1944.

The following table shows Canadian inspected slaughter, total dressed weight and average carcass weight for

## FRIDAY'S CLOSING

### Provisions

See page 33 for late provision market report. Trading in cottonseed oil futures suspended indefinitely July 9.

the various classes in 1945 as compared with 1944 and 1939:

CATTLE			
	Slaughtered	Dressed wt.	Avg. wt.
1945	1,820,127	884,600,293	486.0
1944	1,354,104	719,936,574	502.1
1939	872,574	406,794,720	466.2

CALVES			
	Slaughtered	Dressed wt.	Avg. wt.
1945	781,817	95,003,192	121.5
1944	660,556	78,743,780	119.2
1939	679,562	72,437,200	106.6

HOGS			
	Slaughtered	Dressed wt.	Avg. wt.
1945	5,683,727	926,855,843	163.1
1944	8,766,441	1,449,711,820	165.4
1939	3,628,369	545,799,548	150.4

SHEEP AND LAMBS			
	Slaughtered	Dressed wt.	Avg. wt.
1945	1,160,124	52,159,400	44.6
1944	959,096	41,282,278	42.0
1939	786,274	33,250,931	42.3

The following table shows Canadian inspected slaughter of livestock for various years:

	Cattle	Hogs	Sheep
1945	1,820,127	5,683,727	1,160,124
1944	1,354,104	8,766,441	949,096
1943	1,021,334	7,173,560	889,269
1942	970,315	6,196,850	825,288
1941	1,004,101	6,273,851	830,963

## CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended July 6, 1946, were reported as follows:

	Week July 6	Previous week	Year ago
Cured meats, pounds...	12,006,000	16,199,000	17,538,000
Fresh meats, pounds...	12,231,000	14,917,000	30,668,000
Lard, pounds...	4,445,000	3,644,000	3,284,000

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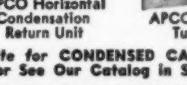
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# LIVESTOCK MARKETS

## Weekly Review

### June Slaughter of Cattle at Lowest Point Since 1900

INSPECTED slaughter of cattle during the month of June, when numbers were held down as farmers awaited settlement of the OPA bill, dropped to the lowest level for that period since the turn of the century, and processing was less than half what it was a year earlier. The hog total was also off sharply and was smallest for the year. However, sheep and lamb slaughter was up as lamb finishers rushed to sell before the special subsidies were ended on the final day of the month.

#### Cattle Kill to Increase

Federal inspection of cattle for the month totaled only 450,970 head, compared with 674,415 head a month earlier and 1,060,124 head a year ago. Finishers began to hold cattle from the market early in the month and toward the closing days receipts at major centers were running about the lightest on record. However, since OPA ended there has been a sharp bulge in marketings and the July total will probably rank much larger than for a month earlier. The acute drop in processing the recent months has reduced the year to date total so that in the six months of this year only 4,772,000 head have been processed, compared with 6,729,372 head in the same time last year.

Hog processing dropped from 4,149,005 head in May to only 2,316,340 head in June. Processing a year ago totaled 3,381,819 head. The year to date total, however, is still above a year ago because of the heavy slaughter in the early months. In the six months of 1946 a total of 23,568,000 head have been killed against 21,863,448 head a year earlier. As in cattle, the sharp bulge in

#### FEDERALLY INSPECTED SLAUGHTER

	Cattle 1946	Cattle 1945
January	1,011,680	1,283,593
February	1,014,598	1,292,103
March	903,712	1,212,531
April	714,860	978,890
May	674,415	1,045,454
June	450,970	1,060,124
July		1,049,931
August		1,292,103
September		1,357,682
October		1,583,697
November		1,410,261
December		1,117,664
	Hogs 1946	Hogs 1945
January	4,911,073	5,299,107
February	4,698,483	5,267,348
March	3,635,521	3,478,655
April	3,857,972	3,051,125
May	4,149,005	3,735,402
June	2,316,340	3,381,819
July		2,752,472
August		2,206,747
September		1,921,751
October		2,059,666
November		4,349,444
December		6,537,221
	Sheep 1946	Sheep 1945
January	1,439,954	2,073,235
February	1,196,064	5,559,643
March	1,978,282	1,728,267
April	1,735,882	1,522,890
May	1,373,744	1,824,086
June	1,005,712	1,906,397
July		1,741,932
August		1,657,882
September		1,658,084
October		2,018,282
November		1,772,114
December		1,806,579
	Calves 1946	Calves 1945
January	440,175	559,505
February	426,756	442,259
March	484,259	574,961
April	445,049	477,294
May	402,271	522,027
June	306,282	485,897
July		482,061
August		603,439
September		665,757
October		876,597
November		780,354
December		647,014
	SIX MONTHS' TOTALS	
	Cattle	Hogs
1946	4,772,235	23,568,394
1945	6,729,372	21,863,448
1944	6,171,190	41,411,972
1943	4,962,667	29,597,285
1942	5,757,751	26,927,086
1941	5,671,181	23,112,972
1940	4,671,180	19,600,000
1939	4,457,154	19,696,074
1938	4,691,943	17,228,547
1937	4,787,209	16,412,782
		10,389,638
		10,656,026
		9,796,795
		9,381,856
		9,212,529
		8,789,735
		8,249,400
		8,307,653
		8,861,533
		8,457,205

hog slaughterings in the last two weeks will put the July total well above a month earlier.

A total of 1,665,712 head of sheep and lambs were killed in June, a larger total than in May, but less than a year ago. Calf kill at only 306,282 head was smaller than both a month earlier and a year ago.

#### U. S. FORECASTS RECORD CORN CROP IN MAKING

The current outlook for the corn crop has seldom been surpassed and the U. S. Department of Agriculture forecasts the largest crop ever raised in this country. Favorable weather has been realized so far during the growing season and the indicated crop is now placed at 3,341,646,000 bushels, compared with the preceding record of 3,203,000,000 bushels harvested in 1944.

In commenting on the report, the department said the nation's corn cribs will have more corn in them this year than ever before if the all-time high production indicated by the July 1 prospects materialize.

While the season to date cannot be rated as entirely favorable, neither has adverse weather damaged the crop beyond recovery over any wide area. Almost without exception corn looked better on July 1 than at any time earlier in the season.

#### JUNE SUBSIDY CLAIMS

The American Meat Institute reported this week that many claims for June subsidy probably will be paid in the near future. It is understood, however, that payment of some claims will be held up where violations of regulations prior to June 30, are involved, or for a spot check or possibly an audit.

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## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the number of livestock slaughtered at 15 centers for the week ended July 6, 1946.

### CATTLE

	Week ended July 6	Prev. week	Cor. week
Chicago	6,847	302	17,011
Kansas City	6,215	8,142	15,327
Omaha	4,100	3,210	15,021
East St. Louis	3,743	3,195	7,740
St. Joseph	1,533	1,833	3,960
Sioux City	2,044	948	8,623
Wichita	1,149	420	1,304
Philadelphia	2,984	2,354	2,253
Indianapolis	1,140	1,064	705
New York & Jersey City	10,479	9,504	11,284
Oklahoma City	1,529	3,601	3,826
Cincinnati	4,836	3,803	4,191
Denver	2,831	2,416	3,718
St. Paul	2,786	1,638	11,617
Milwaukee	1,467	1,193	1,983
Total	59,903	38,062	108,563
'Cattle and calves.			

### HOGS

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Wichita	Philadelphia	Indianapolis	New York & Jersey City	Oklahoma City	Cincinnati	Denver	St. Paul	Milwaukee
July	47,517	24,750	16,935	3,227	1,141	1,153	1,459	6,272	10,227	19,900	1,170	15,152	4,228	1,709	1,771
July 5	5,250	7,128	6,466	13,227	1,111	1,153	1,459	6,272	10,227	19,900	1,170	15,152	4,228	1,709	1,771
July 6	14,513	14,688	24,075	12,368	1,144	1,153	1,459	6,272	10,227	19,900	1,170	15,152	4,228	1,709	1,771
July 7	33,906	13,227	12,238	12,368	1,144	1,153	1,459	6,272	10,227	19,900	1,170	15,152	4,228	1,709	1,771
July 8	16,000	13,227	12,238	12,368	1,144	1,153	1,459	6,272	10,227	19,900	1,170	15,152	4,228	1,709	1,771
July 9	16,000	13,227	12,238	12,368	1,144	1,153	1,459	6,272	10,227	19,900	1,170	15,152	4,228	1,709	1,771
July 10	16,000	13,227	12,238	12,368	1,144	1,153	1,459	6,272	10,227	19,900	1,170	15,152	4,228	1,709	1,771
July 11	16,000	13,227	12,238	12,368	1,144	1,153	1,459	6,272	10,227	19,900	1,170	15,152	4,228	1,709	1,771
Total	190,679	118,902	158,972												

'Includes National Stock Yards, E. St. Louis, Ill., and St. Louis, Mo.

### SHEEP

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Wichita	Philadelphia	Indianapolis	New York & Jersey City	Oklahoma City	Cincinnati	Denver	St. Paul	Milwaukee
July	1,467	5,336	2,275	1,111	1,111	1,111	1,111	1,111	1,111	19,900	1,170	15,152	4,228	1,709	1,771
July 5	21,351	29,641	21,904	1,111	1,111	1,111	1,111	1,111	1,111	19,900	1,170	15,152	4,228	1,709	1,771
July 6	19,747	27,478	14,075	1,111	1,111	1,111	1,111	1,111	1,111	19,900	1,170	15,152	4,228	1,709	1,771
July 7	3,255	17,469	10,612	1,111	1,111	1,111	1,111	1,111	1,111	19,900	1,170	15,152	4,228	1,709	1,771
July 8	3,208	13,781	12,368	1,111	1,111	1,111	1,111	1,111	1,111	19,900	1,170	15,152	4,228	1,709	1,771
July 9	6,601	8,924	5,355	1,111	1,111	1,111	1,111	1,111	1,111	19,900	1,170	15,152	4,228	1,709	1,771
July 10	600	4,802	805	1,111	1,111	1,111	1,111	1,111	1,111	19,900	1,170	15,152	4,228	1,709	1,771
July 11	5,475	6,372	2,287	1,111	1,111	1,111	1,111	1,111	1,111	19,900	1,170	15,152	4,228	1,709	1,771
Total	2,184	8,268	2,182												

Total ..... 127,378 207,952 122,815  
Not including directs.

## CORN BELT DIRECT TRADING

Reported by Office of Production & Marketing Administration.)

Des Moines, Ia., July 11.—At the 19 concentration yards and 11 packing plants in Iowa and Minnesota, hog prices were \$1.25@1.50 higher for the week.

Hogs, good to choice:

	160-180 lb.	180-240 lb.	240-330 lb.	330-360 lb.
July 5	\$15.40@16.75	\$15.90@16.75	\$15.90@16.75	\$15.90@16.75
July 6	\$15.10@15.75	\$15.10@15.75	\$15.10@15.75	\$15.10@15.75

Receipts of hogs at Corn Belt markets, for the week ended July 11, were as follows:

	This week	Same day last wk.
July 5	3,700	6,900
July 6	47,500	7,200
July 7	29,000	10,200
July 8	30,000	3,000
July 9	40,000	7,500
July 10	42,400	Holiday



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### PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, July 6, 1946, as reported to THE NATIONAL PROVISIONER.

#### CHICAGO

Armour, 3,010 hogs and 2,000 Shipper; Swift, 580 hogs; Wilson, 3,732 hogs; Agar, 4,111 hogs; Shippers, 27,702 hogs; Others, 24,533 hogs.  
Total: 6,847 cattle; 1,071 calves; 63,676 hogs; 1,467 sheep.

#### KANSAS CITY

Armour ... 157 100 637 898  
Cudahy ... 343 248 ... 1,991  
Swift ... 368 262 242 2,329  
Wilson ... 399 7 124 ...  
Campbell ... 1,076 ... ... ...  
Kornblum ... 884 ... ... ...  
Others ... 6,710 1,628 14,207 6,931  
Total ... 9,937 2,305 15,210 12,149

#### OMAHA

Armour ... 236 5,137 164  
Cudahy ... 476 1,741 67  
Swift ... 261 605 1,128  
Wilson ... 2,003 2,651 ...  
Independent ... 400 ...  
Others ... 21,192 ...  
Cattle and calves: Engle, 32; Greater Omaha, 211; Hoffman, 115; Rothchild, 284; Roth, 174; South Omaha, 704; Kingan, 429; Merchants, 83.  
Total: 5,004 cattle and calves; 31,726 hogs and 1,359 sheep.

#### E. ST. LOUIS

Armour ... 182 460 ... 1,288  
Swift ... 276 661 1,298 857  
Hunter ... 154 ... 1,343 59  
Hell ... ... 1,835 ...  
Laclede ... ... 1,657 ...  
Steffel ... ... 390 ...  
Others ... 3,131 386 220 1,051  
Shippers ... 4,606 4,610 16,604 931  
Total ... 8,349 6,117 23,347 4,186

#### ST. JOSEPH

Armour ... 133 53 1,645 1,680  
Swift ... 55 172 266 534  
Others ... 3,374 709 9,494 ...  
Total ... 3,562 934 11,405 2,214

Not including 50 cattle, 27 calves, 3,471 hogs and 994 sheep bought direct.

#### SIOUX CITY

Armour ... 1,406 10 3,781 107  
Swift ... 263 17 14,013 545  
Others ... 492 16 404 87  
Shippers ... 622 ... ... ...  
Total ... 20,937 ... 33,170 596

Total ... 23,719 48 51,368 1,329

#### WICHITA

Armour ... 136 301 26 600  
Guggenheim ... 120 ... ... ...  
Dunn-Ostertag ... 35 ... 45 ...  
Dold ... 29 ... 170 ...  
Sunflower ... 49 ... 92 ...  
Others ... 2,413 ... 2,053 76  
Total ... 2,782 301 2,386 676

#### OKLAHOMA CITY

Armour ... 115 295 78 370  
Wilson ... 242 508 57 635  
Others ... 220 14 315 ...  
Total ... 586 817 170 1,005

Not including 126 cattle, 720 hogs and 3,601 sheep bought direct.

#### CINCINNATI

Gall's ... 54 ... 2,353 321  
Kuhn's ... 54 ... 2,353 321  
Lorey ... ... 392 ...  
Meyer ... 3 ... 3,206 ...  
Schlachter ... 5 ... ... ...  
Schroth ... 61 ... 3,639 ...  
Others ... 1,017 614 949 2,101  
Total ... 1,140 614 11,306 2,422

Not including 3,054 cattle, 4,408 hogs and 224 sheep bought direct.

#### FT. WORTH

	Cattle	Calves	Hogs	Sheep
Armour	245	768	...	4,445
Swift	273	43	6	3,442
Blue				(Re)
Bonnet	345	43	27	...
City	366	34	90	...
Rosenthal	198	18	...	130
Total	1,427	906	123	8,017

#### DENVER

	Cattle	Calves	Hogs	Sheep
Armour	84	55	890	206
Swift	19	36	555	413
Cudahy	37	...	656	...
Others	2,180	187	974	87
Total	2,320	278	8,075	655

#### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	300	938	4,200	180
Bartsch	541	...	...	...
Cudahy	81	1,319	...	325
Rifkin	395	99	...	...
Superior	1,236	...	...	...
Swift	233	488	3,169	334
Others	3,766	1,448	...	...
Total	6,552	4,237	7,369	99

#### TOTAL PACKER PURCHASES

	Week ended	Prev. week,	Cur. week,
Cattle	72,225	87,809	121,370
Hogs	220,891	58,408	116,208
Sheep	36,288	116,661	71,975

#### CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

#### RECEIPTS

	Cattle	Calves	Hogs	Sheep
July 5	8,764	367	30,339	3,023
July 6	453	111	3,190	422
July 8	22,272	928	23,235	2,860
July 9	9,086	841	21,964	1,384
July 10	13,966	680	21,219	1,023
July 11	6,000	400	26,000	1,000
Wk.	so far... 51,324	2,858	91,418	5,396
Wk. ago... 21,163	1,444	48,006	7,490	
1945	41,588	5,054	43,221	19,005
1944	41,340	4,556	66,217	20,166

\*Including 344 cattle, 184 calves, 35,234 hogs and 201 sheep direct to packers.

#### SHIPMENTS

	Cattle	Calves	Hogs	Sheep
July 5	8,144	213	12,633	581
July 6	405	161	634	39
July 8	11,244	275	5,072	366
July 9	6,084	485	8,061	...
July 10	8,650	283	5,225	406
July 11	3,000	200	5,000	306
Wk.	so far... 28,978	1,243	23,378	1,981
Wk. ago... 19,388	704	14,016	370	
1945	20,868	908	5,067	566
1944	17,755	481	5,206	203

#### JULY RECEIPTS

	1946	1945
Cattle	80,706	75,411
Calves	4,780	5,145
Hogs	172,952	50,207
Sheep	17,321	40,873

#### JULY SHIPMENTS

	1946	1945
Cattle	56,915	26,061
Hogs	50,661	8,945
Sheep	2,381	877

#### CHICAGO HOG PURCHASES

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, July 11, 1946:

	Week ended	Prev. week,
July 11	70,000	...
Packers' purch.	45,977	22,444
Shippers' purch.	38,064	12,738
Total	87,041	35,182

#### PACIFIC COAST LIVESTOCK

Receipts for five days ended July 5:

	Cattle	Calves	Hogs	Sheep
Los Angeles	5,200	750	235	30
San Francisco	1,000	200	350	18,500
Portland	1,185	405	120	20

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Production & Marketing Service.)

### WESTERN DRESSED MEATS

		New York	Phila.	Boston
STEERS, carcass	Week ending July 6, 1946.....	1,873	391	111
	Week previous .....	2,517	57	173
	Same week year ago.....	5,381	1,550	1,721
COWS, carcass	Week ending July 6, 1946.....	590	1,100	113
	Week previous .....	173	945	117
	Same week year ago.....	904	1,577	403
BULLS, carcass	Week ending July 6, 1946.....	300	...	...
	Week previous .....	10	3	...
	Same week year ago.....	64	7	55
VEAL, carcass	Week ending July 6, 1946.....	4,895	589	243
	Week previous .....	1,952	502	247
	Same week year ago.....	5,859	731	326
LAMB, carcass	Week ending July 6, 1946.....	28,369	9,776	5,824
	Week previous .....	17,506	6,130	4,767
	Same week year ago.....	22,931	6,446	13,240
MUTTON, carcass	Week ending July 6, 1946.....	3,449	381	644
	Week previous .....	2,009	417	1,836
	Same week year ago.....	5,482	1,307	2,163
PORK CUTS, lbs.	Week ending July 6, 1946.....	936,943	139,905	8,831
	Week previous .....	442,465	175,170	33,850
	Same week year ago.....	657,730	218,342	85,124
BEEF CUTS, lbs.	Week ending July 6, 1946.....	279,803	...	...
	Week previous .....	1,033,473	...	...
	Same week year ago.....	218,724	...	...
<b>LOCAL SLAUGHTERS</b>				
CATTLE, head	Week ending July 6, 1946.....	10,470	2,984	...
	Week previous .....	9,504	2,854	...
	Same week year ago.....	11,284	2,253	...
CALVES, head	Week ending July 6, 1946.....	7,086	2,233	...
	Week previous .....	7,046	1,907	...
	Same week year ago.....	8,244	1,024	...
HOGS, head	Week ending July 6, 1946.....	21,560	6,727	...
	Week previous .....	14,431	4,689	...
	Same week year ago.....	28,554	7,459	...
SHEEP, head	Week ending July 6, 1946.....	54,362	5,475	...
	Week previous .....	48,822	6,372	...
	Same week year ago.....	35,019	2,297	...

Country dressed product at New York totaled 3,116 veal, no hogs and 766 lambs. Previous week 2,176 veal, no hogs and 629 lambs in addition to that shown above.

### WEEKLY INSPECTED SLAUGHTER

Moderately sharp increases were noted in slaughter totals of cattle and hogs at 32 inspected centers for the week ended July 6. The processing of calves was also up somewhat, but on the other hand sheep and lamb kill was down when compared with a week ago. Hog slaughter is running heavier than for the same time last year.

	Calves	Calves	Hogs	Sheep
NORTH ATLANTIC				
New York, Newark, Jersey City.....	10,470	7,086	19,909	54,362
Baltimore, Philadelphia .....	2,635	223	6,813	3,819
NORTH CENTRAL				
Cincinnati, Cleveland, Indianapolis.....	8,515	1,254	30,056	9,747
Chicago, Elburn.....	12,081	8,350	47,517	23,066
St. Paul-Wis. Group.....	6,611	1,228	29,968	7,224
Minneapolis Area.....	4,690	2,785	53,265	14,431
Sioux City.....	2,264	118	11,433	6,601
Omaha.....	3,961	139	14,513	10,747
Kansas City.....	6,215	2,300	5,250	21,351
Iowa and So. Minn. <sup>a</sup> .....	2,585	2,304	49,797	33,484
SOUTHEAST <sup>b</sup> .....	1,901	2,636	2,847	3,838
SOUTH CENTRAL WEST <sup>c</sup> .....	3,868	2,442	18,329	27,554
ROCKY MOUNTAIN <sup>d</sup> .....	3,297	160	5,037	6,652
PACIFIC <sup>e</sup> .....	15,766	2,094	10,239	47,140
Total.....	84,708	36,249	282,674	279,061
Total last week.....	56,587	45,143	210,193	400,468
Total last year.....	145,216	57,853	475,002	316,709

<sup>a</sup>Includes St. Paul, S. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>b</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>c</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. <sup>d</sup>Includes Birmingham, Dothan, Montgomery, Ala., Tallahassee, Fla., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>e</sup>Includes St. Joseph, Mo., Wichita, Kan., Oklahoma City, Okla., Ft. Worth, Texas. <sup>f</sup>Includes Denver, Colo., Ogden and Salt Lake City, Utah. <sup>g</sup>Includes Los Angeles, Vernon, San Francisco, San Jose, Sacramento, Vallejo, Calif.

### SOUTHEASTERN RECEIPTS

Receipts of livestock as reported by the Production and Marketing Administration, at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville and Tifton, Ga.; Dothan, Ala.; Jacksonville and Tallahassee, Fla.:

	Cattle	Calves	Hogs	Sheep
Week ended July 6.....	900	250	2,300	10
Last week .....	1,001	270	1,982	17
Last year .....	1,739	824	3,648	100

# AROMIX

Custom-Blended  
Seasonings  
and Specialties

FOR THE

MEAT PACKING INDUSTRY

Quality-Controlled in Our Own Laboratory

AROMIX  
CORPORATION

612 W. LAKE ST., CHICAGO 6, ILL., DEARBORN 0990

HUNTER PACKING COMPANY  
EAST ST. LOUIS, ILLINOIS

BEEF • VEAL • PORK • LAMB  
HUNTERIZED SMOKED AND CANNED HAM

William G. Joyce  
Boston, Mass.

F. C. Rogers Co.  
Philadelphia, Pa.

A. L. Thomas  
Washington, D. C.



## RATH MEATS

*Finer Flavor from the Land O'Corn!*

Black Hawk Hams and Bacon  
Pork • Beef • Veal • Lamb  
Vacuum Cooked Meats

THE RATH PACKING COMPANY, Waterloo, Iowa

Sheep  
4,445  
3,442  
...  
120  
8,027

Sheep  
150  
206  
413  
...  
37  
626

Sheep  
150  
325  
331  
...  
509

SES  
Cor.  
week  
1945  
121,376  
116,200  
71,975

Sheep  
9 3,023  
0 422  
5 2,900  
4 1,394  
0 1,002  
0 1,000

Sheep  
8 6,286  
5 7,400  
11 19,065  
17 20,186  
...  
calves,  
direct to

Sheep  
33 561  
34 50  
72 865  
81 ...  
25 486  
00 500

Sheep  
78 1,391  
16 879  
07 886  
26 280

Sheep  
1945  
75,411  
5,143  
80,307  
40,872

Sheep  
1946  
36,061  
8,945  
877

Sheep  
CASES  
d by Chil-  
week ended  
23,444  
12,730  
36,188

ESTOCK  
ys ended  
Hogs Sheep  
225 30  
350 13,320  
120 26

ESTOCK  
ys ended  
13,194

The National Provisioner—July 13, 1946

# —CLASSIFIED ADVERTISING—

Undisplayed; set solid. Minimum 20 words \$3.00, additional words 15¢ each. "Position wanted," special rate: minimum 20 words \$2.00, additional words 10¢

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER.

## WATCH THIS COLUMN FOR WEEKLY SPECIALS

**Barlant and Co.** list below some of their current machinery and equipment offerings, for sale, available for prompt shipment unless otherwise stated, at prices quoted F.O.B. shipping points, subject to prior sale.

Write for our weekly bulletins.

1—SLICER, U.S. heavy duty, model #3, latent style	\$1,505.00
1—BACON SLICER, U.S. Model 150B, reconditioned and guaranteed	650.00
1—SMOKEHOUSE, Hildebrandt type, 16 stations, no motor, std. constr.	250.00
1—SMOKEMASTER, Buffalo, guar. excellent condition	375.00
1—GAS HEATED SMOKEHOUSE, Clark, like new, complete, handles 4 smokehouses	900.00
35—BACON CURING BOXES, galv., with wooden covers needing repair, ea.	11.00
400 FT.—TRACKING, $\frac{1}{2}$ in., with 204 $\frac{1}{2}$ " hangers, 16 misc. right and left switches, switches fair, track and hangers good condition	215.00
1—MEAT BLOCK, maple, 24x30.....	28.00
1—SAW, All-American Meat & Bone, NEW, 1 HP, single phase.....	322.00
1—SAW, All-American Meat & Bone, 1 HP, single phase, used.....	195.00
1—BAND SAW, 36" Jones-Superior heavy duty, no motor or table.....	300.00
1—KETTLE, S.J. fully jacketed, 36" O.D. x 31" I.D. x 21" deep, 34" high, on 3 angle-iron legs	115.00
1—KETTLE, S.J., 32" dia. x 29" deep, 100 gal. on legs	150.00
1—KETTLE, S.J., NEW, 80-gal., Groen, stainless steel clad.....	225.00
3—KETTLES, S.J., NEW, 60-gal., Groen, stainless steel clad, each.....	175.00
1—SILENT CUTTER, Boss #40-A, 7½ HP motor, controls, like new, late style, vee belt drive, needs new set knives	850.00
1—SILENT CUTTER, Buffalo #32B, auto. controls and switches, 7½ HP motor, excellent condition	415.00
1—MIXER, Buffalo, 400#, belt driven...	225.00
1—STUFFER, Oppenheimer, 200#, with 2 valves, rebuilt and guaranteed.....	275.00
3—STUFFERS, 100#, one Allbright-Nell, two Mech. Mfg. Co., valves, each.....	100.00
1—ICE SHAVER, Clawson #2, no motor, hopper opening 24x14"	125.00
1—ICE CRUSHER, direct driven, stand, 1 HP motor, hopper opening 9x12...	125.00
1—GRINDER, #56, gear driven, guar. no motor, newly re-tinned 5# Kleen-Kut head	525.00
1—COOKER-EXTRACTOR, 5x12, 30 HP motor, 220 V., Cleveland reducing unit	2,000.00
2—COOKERS, dry, Oil & Waste-Saving 4x7, 5 HP motor, shafts may require turning, each	600.00
4—COOKERS, dry rendering, NEW, no motor, 90 days' delay, as follows:	
(two) 5x10, each.....	3,500.00
(two) 5x9, each.....	3,200.00
3—COOKERS, 4x7, Oil & Waste-Saving, for internal pressure, outboard brgs., stuffing box, 10 HP motor, reconditioned and guar., each.....	1,500.00
1—HYDRAULIC CURB PRESS, 150-ton Dups, used only 8 hrs. Price and particulars on request	.65
900—DRUMS, suitable for tallow, each..	.65
1—REFUSE CARRIER, Leach, leak-proof, for 1½ ton truck, exc. cond.	950.00
2—RENDERING TANKS, 5x9, on straight side, one with manhole, one without, 34" cone bottom, $\frac{1}{2}$ steel sides, double-riveted, both .....	465.00

Telephone, wire or write us if interested in any of the items above, or in any other equipment. We solicit your offerings of surplus and idle equipment as we have buyers for most types of equipment.

## Barlant and Company

BROKERS—SALES AGENTS  
1740 Greenleaf Avenue  
CHICAGO 26, ILLINOIS  
SHEDRAKE 2313

SPECIALISTS  
In Used, Rebuilt and New Packing House Machinery, Equipment and Supplies.

each. Count address or box number as 8 words. Headline 75¢ extra. Listing advertisements 75¢ per line. Displayed: \$7.50 per inch. 10% discount for 3 insertions.

## MACHINERY & EQUIPMENT

### FOR SALE

#### MEAT PACKERS—ATTENTION

FOR SALE: 1-Anderson #1 expeller, 15 H.P. A.C. motor; 1-Mechanix cracking expeller; 2-4x6 and 4x8 lard rolls; 1-Brechit 1000 lb. meat mixer; 1-4x12" mechanical cooker; 1 #24 meat grinder; 1-2x2" Buffalo silent cutter; 1-Cressey #25 and 1-Victor #23 ice breaker. Send us your inquiries. WHAT HAVE YOU FOR SALE? Consolidated Products Co., Inc., 14-19 Park Row, New York City 7, N.Y.

FOR SALE: Complete ham boiling equipment; good condition; discontinued business; must vacate: National Provision Company, 2620 Montgomery St., St. Louis, Mo.

### WANTED

Wanted: Hog and beef casing cleaning machinery. List your packing house machinery and equipment for higher prices. C. L. Conant, 312 Prospect St., Westfield, N.J.

WANTED: Refrigeration compressor 7½x7½ with motor. Must be in good condition. State age and price. W-184, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Sausage stuffer 100#, motor driven. W-179, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED TO BUY: Two Anderson R-B expellers. Phoenix Tallow Co., Phoenix, Arizona.

## BUSINESS OPPORTUNITIES

FOR SALE: 9000 acre cattle ranch along the St. Johns river in central Florida, fenced. Land priced low. Over 1200 head of cattle now on property. May be purchased at market price. Estate must be liquidated.

R. J. HAMILTON  
250 S. Broad St., Philadelphia 2, Pa.

FOR SALE: Small packing house in Indiana successfully operating 20 years. Owner wishes to retire. Complete cattle and hog slaughtering operations, sausage room, rendering, curing and smoking operations. Has railroad siding, barns and feed lot. All modern equipment. FS-210, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

## SWITZERLAND

Merchant with capital wants general representation of modern fittings for butcher stores (slicing machines, scales, scheffel, etc.). Apply Box 1794, Orell Fussli-Annonces, Zurich, Switzerland.

FOR SALE: Established sausage, franks and bologna factory. Double equipped. 3 refrigerator trucks. \$350,000. In 1942. Virgin territory. Blaney Agency, 432 First St., Newburgh, N.Y.

## PLANTS WANTED

WILL BUY OR LEASE: Packing house in Pennsylvania or adjoining state. Capacity 200 cattle, 200 to 400 hogs per week, and sausage manufacturing. Harrison Brothers, 333 Market St., Wilkes-Barre, Pa.

WANTED: Small slaughtering plant. B.A.I. or adaptable to inspection. East or midwest. Write details. W-200, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N.Y.

## MISCELLANEOUS

WANTED TO BUY: Beef hearts, and beef tongues. Wire offerings at our expense. Oneida Packing Co., Inc., 707 South Street, Utica, N.Y.

Continued on Opposite Page



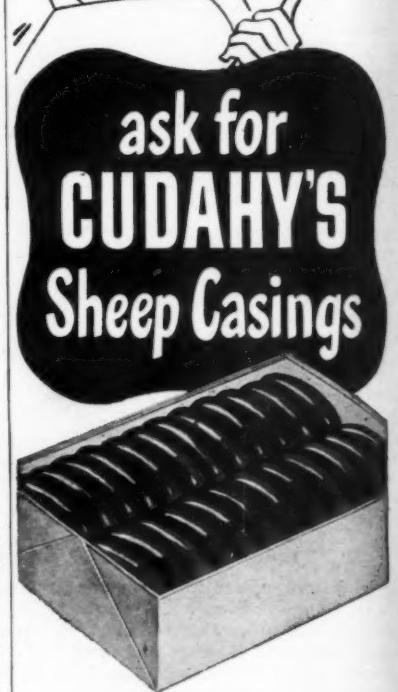
No matter what you may want or need, your message will reach the entire packing industry in this section. Why not see for yourself by advertising on this page? You appeal directly to interested prospects.

GET ACTION—USE  
NATIONAL PROVISIONER "CLASSIFIEDS"



To Get  
**SAME  
SIZE  
SAME  
STRENGTH**

By Actual Test



GET SMOOTH, FINE-LOOKING,  
SURE-SELLING FRANKS...

CUT BREAKAGE LOSSES...  
DEPEND ON TWICE-TESTED

**CUDAHY'S**  
Selected Sheep Casings

Whatever your casing needs... orders filled quickly from over 79 different sized, fine NATURAL CASINGS, including imported casings.

Our Casings Sales Experts will advise you on request.

**THE CUDAHY PACKING CO.**  
221 N. LaSalle Street, Chicago 1, Illinois

Continued from Preceding Page

## POSITION WANTED

### General Manager

Executive with proven administrative ability, experience covers every phase of successful management. Practical knowledge in expansion programs, planning, construction, equipment, production, distribution, organizing and sales. Can give bond and references to substantiate. Write to Box W-202, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SUPERVISOR—Experienced all plant department operations. Dressing, processing, manufacturing, specifications, packaging, product handling, B.A.I. regulations. Refrigeration application. Finished products. W-203, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

POSITION WANTED with progressive medium or small packer anywhere. 20 years' experience, principally rail stock, in packing house, branches and home supply. Know eastern markets thoroughly. Handle boxing, cutting, sales and distribution. Excellent record. Write W-194, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALESMAN: Complete packinghouse line. Well acquainted jobbers and retailers, metropolitan New York area. Available immediately. Excellent references. W-191, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N.Y.

SAUSAGE FOREMAN desires job with small packer, 34 years old, 18 years' experience. Good references. W-186, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

## HELP WANTED

### Wanted—Salesmen

To call on meat packers and sausage manufacturers with a complete line of seasonings and sausage room specialties. Prefer men who are familiar with this line. All replies held in strict confidence. Address Ray Seipp, sales manager, MORTON PRODUCTS COMPANY

1401 W. Hubbard St.  
Chicago 22, Ill.

PLANT SUPERINTENDENT: Progressive independent packer has opening for plant superintendent. Must be thoroughly experienced in all plant operations. Must be familiar with all packinghouse machinery and equipment and understand refrigeration. Must be able to handle plant personnel and control costs. State age, experience, family status and salary required. W-197, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

MASTER MECHANIC: Progressive independent packer requires the services of a master mechanic, one thoroughly familiar with all packinghouse machinery and equipment. Must thoroughly understand refrigeration. State age, past experience in detail, family status and salary required. W-198, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

MANAGER WANTED: For small slaughtering plant near Detroit. Must have thorough knowledge of packinghouse operations including machinery, equipment and refrigeration. Must be capable of organizing and handling plant personnel and control costs. Give full particulars in first letter, which will be held strictly confidential. W-207, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALESMAN: Ohio, Michigan, West Virginia, western Pennsylvania territory—to sell seasonings, cuts, biscuits and other fast selling specialties. We already have established business. Prefer salesman with following. Liberal advance against commission. Car allowance. Write giving complete details. W-208, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N.Y.

WANTED: An experienced smokehouse man, also experienced all-around man for sausage kitchen. Small modern plant, pleasant working conditions. \$125 per hour. Apply A. Koegel & Co., 217 Stevens St., Flint, Michigan.

WANTED: Experienced refrigerating engineer for packing plant metropolitan area. W-200, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N.Y.

Man who understands hotel and restaurant cuts, must be an A-1 boner, good chances for rapid advancement. Fine dress connections in the Cleveland market. W-185, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

See Page 48 Opposite for  
additional classifieds

## SWEET RED PEPPERS

### NOW AVAILABLE for new crop delivery

Asmus Sweet Red Peppers will give your products notable distinction through improved taste-appeal, enhanced eye-appeal and greater sales-appeal. These canned Sweet Red Peppers will soon be ready for you and come *diced* and *processed* ready for immediate use! A rare degree of tenderness and tastiness is accomplished by processing these high-quality Sweet Red Peppers in their own flavorful juices. To assure no trace of toughness, *no salt has been added!* Let us know of your requirements for this new crop of Asmus Sweet Red Peppers at once. *The supply is limited!*

Originators and Largest Diced Sweet Red Pepper Distributors to the Meat Packing Industry

## ASMUS BROTHERS

523 E. CONGRESS STREET  
DETROIT 26, MICHIGAN



## Post War Transportation

of perishables, calls for Dole Hold-Over Truck Plates to insure perfect condition on delivery. A Dole equipped truck is a cooler on wheels. Dole Plates are also invaluable in Fast Freezing and Storage Rooms.

Ask Your Body Builder, or Refrigeration Dealer



for all  
REFRIGERATION  
PURPOSES

DOLE REFRIGERATING COMPANY  
5910 N. Pulaski Rd., Chicago 30, III.

New York Branch: 103 Park Av., New York, 17, N.Y.

# Meat and Gravy

A year ago S. C. Sprunger, farm auctioneer of Kidron, O., seeking to show his gratitude to farm boys in the neighborhood who were fighting the war, started out to get a registered pig as a free gift for every serviceman-farmer in his community. The idea caught on. He bought 100 Hampshire gilts and five registered boars and parents of the farmer GI's agreed to see that the sows were bred and to care for sows and offspring until the soldiers came home. The only agreement was that Sprunger was to get one good gilt from each litter in June, 1946. Boys already home testify to the worthiness of the project. The pigs Sprunger receives will go to other veterans and when they're all taken care of, to 4-H boys and girls.



Leo J. Podelick contends he is legally entitled to serve out his six-month sentence in Cook county jail's alimony row. "We get meat in jail," he told the judge who offered him freedom for a promise to pay \$250 monthly for support of his wife and son, Leo, Jr., 19. "They treat me better in jail than out. I'm the oldest prisoner in alimony row, and everybody is especially nice to me," he added. Last week, however, friends raised the necessary back alimony payments and Podelick became a free man—but unless he can get sufficient meat it is feared he may try to break back into jail.



Siamese twin pigs have been born on a farm near Hobart, Okla., owned by W. E. Gentry, and the man has preserved them in alcohol to prove it. The pigs were born dead. Veterinarian E. T. Riley said the pigs were born in a perfect condition, except that they were joined at the chest.



With the one-cent increase, bread is getting dear . . . or vice versa. Surprised housewives in line at a Buffalo, N. Y. bakery watched a deer amble up, smash through the plate-glass window and munch a half-dozen loaves of bread.



A 28-year-old Chicago housewife, arrested when she tried to jump into the Chicago river, told police that she tried to commit suicide because she could find no meat for her husband's dinner.



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